

# Putting Art To Work On The Railroad

May 5, 1958

## RAILWAY AGE *weekly*

**YOU'LL BE WARMER  
THIS WINTER**

THANKS TO NEW FREEDOM OF TRAVEL FOR TRUCKS



Let's make sure these barriers that hamstring truck shipments... cut deliveries... never go back on the books again!

Let's make sure these barriers that hamstring truck shipments... cut deliveries... never go back on the books again!

WITH coal and oil still so scarce, you can't get fuel to "burn engines" this winter. Yet things are definitely looking up! Trucks will get available enough enough through to you as time.

For the "detention", at least, more confidence now lets government and regions of trouble have been partially suspended.

These barriers have been lifted to ease gas, time, equipment... to speed our production and to give our business more fuel and food. You—welcome to these half-

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Second—more of same barriers will be taken down industry as the very close when it must be lifted up.

With to much to make—let's



make new restrictions that threaten trucking are knocked out right now—and for keeps! The American Trucking Industry, AMERICAN TRUCKING ASSOCIATION, INC., WASHINGTON, D. C.

**"Keep the change"—**



In 1944, the railroads rendered greatest volume of service ever per ton-mile.

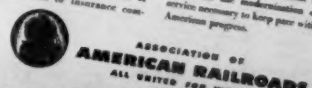
For doing this job, they received but of money—but most of it was earned by hauling tremendous tonnage of freight for less than one cent per ton per mile and carrying passengers for even less than before the first World War.

Out of every dollar the railroads received—

- 38¢ was paid out to pay rolls.
- 25¢ was paid for materials and operating expenses.
- 19¢ was paid in taxes—federal, state and local.
- 7¢ was paid in interest, rent and other charges—a great share of which went to insurance companies.

Of every dollar the railroads received—

- 2¢ was paid in dividends to stockholders.
- 5¢ was left over in "change" to cover all such things as repairing roadways and equipment after the war, paying off debts, and providing plant and the modernization of service necessary to keep pace with American progress.



Truck ads vs train ads: Who's winning?

# The Fight For Public Opinion

This is the basic railroad problem. It was yesterday.  
It is today. It will be tomorrow. Beginning a new series.

## RELOCATING 19.5 MILES FOR THE NORTHERN PACIFIC



**"We're on schedule because of the ability of CAT-built equipment to work under rough conditions"**

The quote is from Hugh G. King, President of Bud King Construction Co., Missoula, Mont. The company is moving 1½ million cubic yards to relocate 19.5 miles of Northern Pacific line because of construction of the Noxon Rapids Hydroelectric Project in Montana. The job is big and tough. But a fleet of 24 powerful Cat-built machines is keeping it on schedule.

When the job began, reports Mr. King, the D9 and nine D8s on the job "were half under mud." Excavation includes everything from clay to rock. The King contract calls for completing grading, clearing and excavation of all cuts in clay to a 4-to-1 slope. Width of the roadbed is 30 feet in backwater sections, 25 feet in fills and 44 feet in cuts.

The sure-footed Caterpillar track-type machines are everywhere on the job. The D9—king of the crawlers—is pushloading and bulldozing clay from the slopes. One D8 is assigned to finishing cuts of clay. Another is backfilling 3000 cubic yards of gravel per shift on a site

too soft to make grade. Two other D8s are bulldozing clay near the grade to change the land contour for proper drainage.

It takes dependable, all-around equipment like the D9 and D8 to do all these vital jobs and keep the work on schedule. Your Caterpillar Dealer has a complete line of crawlers, ranging all the way up to the mighty 320 HP (flywheel) D9. They have been designed to save you maintenance costs just as the Caterpillar Dealer will save you capital investment by stocking a complete inventory of parts. Call him today for a demonstration on your job. Just tell him when you want the equipment there.

Caterpillar Tractor Co., Peoria, Illinois, U. S. A.

# CATERPILLAR

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**THE NO. 1  
RAILROAD CONSTRUCTION  
EQUIPMENT**



Aerial view of a portion of the Reading's vast yard at Port Richmond, Philadelphia. Tracks with slope from upper left (thaw house and load coal) to lower right form ladder track and throat leading to car-dumper.

## ***This yard runs automatically with Bethlehem Model 22 switch stands***

You're looking down on the yard which feeds the car-dumper at Reading's Port Richmond yard in Philadelphia. Cars roll by gravity from the thaw house in upper left of photo to the throat at lower right, thence on to the barney which shoves them up to the dumper.

Switching operations through the ladder track and throat are automatic—Bethlehem Model 22 Automatic Switch Stands see to that. Though you can hardly spot them in the photograph, Model 22's preside at each of the turnouts visible here. Virtually every car movement is a run-through, and that's just what the Model 22 is built for.

As the car-wheels hit the switch points, they nudge them toward the new position. A powerful spring mechanism in the switch stand then takes over and completes

the movement, holding the points rigidly in the new setting. The target turns to show the proper indication, but the throwing lever remains right where it was.

Facing-point operations can be handled by throwing the lever, just as with any other stand. This interchangeable feature makes the Model 22 railroading's most versatile switch stand. Maintenance consists only of an occasional oiling. A Bethlehem engineer will gladly furnish complete information, and perhaps arrange a demonstration for you. Just drop a line to the address below. Your inquiry will be promptly handled.

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Keeping your freight cars moving drastically reduces the total number of cars needed. Thus, C.T.C. and VELAC let you get far more service out of the cars you now have, speed up deliveries, improve schedules, and save millions of dollars in reduced

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One of the pioneers in the design of Automatic Freight Classification Yards and C.T.C., Union Switch & Signal enjoys an outstanding record of technical achievement. Our engi-

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NEW YORK . . . . . PITTSBURGH . . . . . CHICAGO . . . . . SAN FRANCISCO



## Week at a Glance

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### Smathers offers eight-point plan .....p. 9

Proposals of Senate Surface Transportation Subcommittee on rail aid broader than Administration program. Smathers calls for creation of "construction reserve" funds, would empower ICC to authorize discontinuance of unprofitable services.

### The fight for public opinion .....p.14

The truckers' use of piercing, spectacular advertising has contributed mightily to their success. Railroad advertising has been soft-spoken—and has failed to move the minds of America. Railway Age would like to see displayed in box car letters on every railroad boardroom wall in the country: **IF THE PEOPLE ARE FOR YOU, ALL THINGS ARE POSSIBLE. IF THE PEOPLE AREN'T FOR YOU, NOTHING IS POSSIBLE.**

### What does an art director do for a railroad? .....p.17

He saves money for his employer, for one thing. The Pennsy's art director, Al Strasser, has been given a free hand to prove the value of good design to a railroad. Here, partly in Mr. Strasser's own words, is a survey of some of his accomplishments.

### Control—from anywhere in the cab .....p.24

A 14-pound portable control unit developed by General Motors Diesel, Ltd., at the request of the CPR permits operation of diesels from any position in the cab. Dead-man control is built into the unit's carrying handle.

### Should engine burns be welded? .....p.26

Rails, from the beginning of railroading, have been damaged by the slipping of locomotive driving wheels. There is, however, no universal agreement on how to cope with the problem.

### How the BAR licked the truckers .....p.32

When truckers doubled their share of the lucrative Maine potato traffic, the Bangor & Aroostook set out to halt the trend. Result: a revised rail rate structure has "taken the cream off the potato trucker's dish."

### Tank cars without running boards .....p.33

The need for running boards, says Union Tank Car Company, was based on railroad operating practices prevailing 45 years ago. The firm has produced a prototype car without such boards.

### Marketing: it could turn the tide .....p.36

Railroads have to sell more than "efficient technology," RSPA is told. Find out first what the shippers want, then tailor the service to their needs, advise marketing specialists.

***Buy the BEST . . . buy JACKSON!***



**See the  
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TRACK  
MAINTAINER**

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## Week at a Glance CONT.

### Current Statistics

Operating revenues, two months	
1958 .....	\$1,472,263,392
1957 .....	1,672,225,379
Operating expenses, two months	
1958 .....	\$1,250,405,280
1957 .....	1,332,518,971
Taxes, two months	
1958 .....	\$133,868,012
1957 .....	171,248,081
Net railway operating income, two months	
1958 .....	\$40,633,600
1957 .....	124,329,795
Net income estimated two months	
1958 .....	\$8,000,000
1957 .....	93,000,000
Average price 20 railroad stocks	
April 29, 1958 .....	73.42
April 30, 1957 .....	91.49
Carloadings revenue freight	
Sixteen weeks, 1958 ...	8,546,355
Sixteen weeks, 1957 ...	10,632,116
Average daily freight car surplus	
Wk. ended Apr. 26, 1958	129,836
Wk. ended Apr. 27, 1957	10,799
Average daily freight car shortage	
Wk. ended Apr. 26, 1958	36
Wk. ended Apr. 27, 1957	907
Freight cars on order	
April 1, 1958 .....	38,027
April 1, 1957 .....	107,708
Freight cars delivered	
Three months, 1958 ...	18,441
Three months, 1957 ...	26,359

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### The Action Page—Don't ask for too little! .....p.42

The government always has been pretty free with its handouts to railroad competitors. By contrast, railroad requests—for such things as equalization of regulation and taxes, and elimination of discriminatory excises—seem fairly modest. How would you dramatize the railroads' situation to let the public effectively understand it?

### Short and Significant

#### National Transportation Week . . .

will be observed May 11-17 under the sponsorship of the Associated Traffic Clubs of America. President Eisenhower has proclaimed May 16 as National Defense Transportation Day in recognition of the importance of our "great modern transportation system."

#### Rail union leaders are scheduled to meet . . .

in Montreal this week to decide what united action—if any—to take on the diesel-firemen dispute on the Canadian Pacific. After meeting with BLF&E President H. E. Gilbert last week, CPR President N. R. Crump reaffirmed his plan to begin eliminating firemen from road freight and yard diesels May 11. He said the CPR "will continue to operate" if the firemen's union orders a strike. He expressed confidence that other unions would not support the firemen in any walk-out. CPR's "gradual elimination" plan will extend over a 10-year period.

#### New York Central's executive salary cut . . .

will affect 137 employees. The railroad has trimmed, by 10 per cent, the amount in excess of \$15,000 earned by its executives. Estimated savings: \$200,000 a year. Earlier, the Pennsylvania cut salaries of employees earning more than \$10,000 a year by 10 per cent of the entire salary, and the Erie cut salaries of executives earning more than \$12,000 a year by 10 per cent.

#### Northern Pacific's non-rail revenues . . .

will be about as good in 1958 as they were in 1957, President Robert S. Macfarlane believes. Income from oil, timber and real estate will go up, but will be offset by a drop in iron ore royalties due to lower steel production. The road is looking for a good grain year to help pull it through the current slump.

#### Backers of a \$200 million jet airport . . .

planned for Burlington County, N.J., are confident they can persuade the federal government to put up \$150 million of the required funds. The international terminal would be augmented by a monorail system that could carry passengers to New York and Philadelphia at speeds up to 250 mph. CAB has the project under study.



# WHO CARES

## what happens to the railroads?

*For your own good, you'd better, and here's why:*

Railroads make up the second largest industry in the U. S. and are the country's fourth largest employer. They have been one of the largest purchasers of steel, oil, lumber and many other basic items. They are vital to national defense.

Now, their very survival is threatened. Because of conditions beyond their control, their ability to earn has suffered. As their earnings have fallen, expenditures have been cut. The effect on many American people and industries is serious.

### *Why This Crisis in Railroading?*

Many of the railroads' problems stem from governmental policies and practices, originating when transportation conditions were far different. Over the years, regulation after regulation has restricted the railroads.

Today, the result of these policies is to prevent the railroads from competing effectively. Often they cannot offer shippers the low-cost service which is their principal advantage over other forms of transportation. As a result, carloadings decline. Again, railroads are not free to avoid unprofitable operations. For example, one line has been required for 26 years to run a train which carries only 23

passengers for six miles, although the railroad offered to subsidize a substitute bus service.

Now, railroads, like other private corporations, must produce profits for their investors if they are to exist. The railroad industry cannot travel down a regulated road to ruin without carrying along much of the public.

### *Let Congress Know How You Feel*

It is only through ignorance or indifference to this great national problem that a tragedy can occur. When the people are aware of a problem, its representatives are anxious to find an answer. This one will affect you and your job. Learn about it. Think about it. Let your congressman know your opinion. It's not too late—yet.

*For factual literature, write to the Association of American Railroads, Washington 6, D. C.*

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*Published in the public interest by a supplier to American railroads*

# Smathers Offers Eight-Point Plan

Senate Surface Transportation Subcommittee calls for creation of rail "construction reserve" funds, ICC authority over service curtailments. Program hailed as more liberal than White House proposals.

An eight-point transportation program, going somewhat beyond the Eisenhower Administration's proposals, has been recommended by the Senate's Surface Transportation Subcommittee which investigated the "deteriorating railroad situation."

The recommendations went last week to the subcommittee's parent, the Committee on Interstate and Foreign Commerce. They must be cleared there before being reported to the Senate in the form of proposed legislation.

The subcommittee's chairman, Senator Smathers of Florida, indicated that his group hoped to include the recommendations in an omnibus bill—a proposed "Transportation Act of 1958." Senator Smathers also said that he thinks there will be some legislation this year, but he added that it may not include all of the recommendations.

**A special meeting of AAR member roads will be held this week for consideration of the subcommittee's report. The meeting was called for the afternoon of May 7 at the Mayflower Hotel in Washington.**

The subcommittee dealt in its own way with all five matters covered by the Administration's program which President Daniel P. Loomis of the Association of American Railroads called "distinctly disappointing" (Railway Age, April 28, p. 9.) These five were calls for loan-guaranty arrangements, revision of the Interstate Commerce Act's rate provisions, sharper definitions of private carriage, tighter agricultural exemptions, and power for the ICC to override state commissions to permit abandonments of unprofitable intrastate services.

The subcommittee's eight-point program also calls for income-tax relief to permit carriers to accumulate construction reserve funds, more power for the ICC to override state commissions in intrastate rate cases, and creation of a three-member study group to investigate and advise Congress on transport policy.

Though the matters are not within its jurisdiction, the subcommittee went on record in favor of repealing the federal excise taxes on amounts paid for for-hire transportation, making charges for carrying mail "more equitable," and shortening depreciation terms for railroad property. These recommendations were made to

Senate committees having jurisdiction, i.e., Finance and Post Office and Civil Service.

The subcommittee made a 40-page report to the full committee. This included detailed discussion of the recommendations which were summarized as follows:

**1.** To establish a plan of guaranteeing loans made by commercial lending institutions under strict standards and regulations administered by the Interstate Commerce Commission; to aid temporarily railroad carriers subject to the Interstate Commerce Act, that are unable to obtain needed funds through ordinary commercial channels. The guaranteed loans are not to exceed a term of 15 years and are to be used to finance or refinance acquisition and construction of equipment and other additions or betterments; to provide funds for operating expenses, working capital and interest on existing obligations. A limit of \$700 million is placed on the total guaranteeing authority with a limitation of \$150 million on guaranteed loans for operating expenses. No dividends may be paid by a carrier during the term for which any guaranteed loan is outstanding. The authority to guarantee loans expires December 31, 1960, unless continued by the Congress.

**2.** To provide for the establishment by common carriers subject to the Interstate Commerce Act of a "construction reserve" fund, as a means of obtaining tax deferrals

to stimulate investment in equipment and other necessary transportation facilities.

**3.** To provide greater flexibility in the fixing of rates, amend the Interstate Commerce Act, section 15(A), by adding a new sub-paragraph 3 to read as follows: "In a proceeding involving competition with another mode of transportation, the commission, in determining whether a rail rate is lower than a reasonable minimum rate, shall consider the facts and circumstances attending the movement of the traffic by railroad and not by such other mode."

**4.** To make more effective those provisions of the Interstate Commerce Act enabling the ICC to remove discrimination against interstate or foreign commerce found to result from intrastate rates.

**5.** To vest the Interstate Commerce Commission with authority to authorize, in proper cases, the discontinuance, curtailment or consolidation of unprofitable railroad services and facilities burdening interstate commerce.

**6.** To limit the scope and application of the agricultural commodities clause of the Interstate Commerce Act in accordance with ruling No. 107, March 19, 1958, Bureau of Motor Carriers, Interstate Commerce Commission; with the exception of frozen fruits and frozen vegetables and imported agricultural commodities, which would be made subject to regulations.

**7.** To make it clear that all commercial

## 'Helpful Step'—Loomis

Daniel P. Loomis, President, AAR, issued this statement: "The report of the subcommittee presents a sound and urgently needed program for improvement of the transportation situation. It will not assure the equality of treatment and opportunity which the railroads seek, but it is a definitely helpful step in that direction. I hope the program will be adopted by the Congress."

## 'A New Era'—Roddewig

Clair M. Roddewig, president of the Association of Western Railways, echoed industry spokesmen generally. "The proposals of Senator Smathers' committee strike me as a comprehensive approach to a new era in transportation in this country . . . they go far toward setting up fair ground rules for railroad competition in the transportation market."

transportation of property by motor vehicle in interstate or foreign commerce, except private carriage and transportation otherwise specifically exempt, is subject to regulation, thus incorporating into law, the prohibition against buy and sell operations.

8. To provide for a transportation policy study group of three qualified transportation experts to study important matters of transportation policy and report thereon within 18 months.

As to the loan-guaranty plan, the subcommittee said in its report that it does not regard this proposal as an answer to long-range railroad problems. Enactment of the other proposals, it added, "will furnish a more substantial basis" for curing railroad ills.

Also, the subcommittee said it wants to prevent bankruptcy of roads "in precarious financial condition," but it does not contemplate that the guaranty plan should constitute "a give-away program." The report added that loans for refunding "should not become simply a means of

bailing out security holders by substituting the government as a creditor where there is no prospect of the debtor being able to meet his obligations."

The report said that the proposed addition to the rule of rate-making was designed to admonish the commission to be consistent in following the policy it enunciated some 13 years ago in *New Automobiles in Interstate Commerce* (259 ICC 475). That was a finding to the effect that Congress intended that rates of each transport agency "should be determined . . . according to the facts and circumstances attending the movement of the traffic by that agency"; and that, for example, there was no warrant for believing that rail rates "should be held up to a particular level to preserve a motor-rate structure, or vice versa."

Consistency in this regard, the subcommittee said, would assure "reasonable freedom in the making of competitive rates." Meanwhile, it rejected the "shall-nots" rate-freedom plan which the railroads pro-

posed as the best way to end the ICC's fair-share-of-the-traffic approach to competitive rate cases.

The proposal to give the ICC more authority over intrastate rates is designed to expedite bringing such rates into line with interstate adjustments. It is also designed to offset the U.S. Supreme Court's recent decision in a case involving commuter fares on the Milwaukee (Railway Age, January 27, p. 42). The court held in effect that rates on part of an intrastate operation cannot be condemned unless it can be shown that the intrastate operation as a whole is an undue burden on interstate commerce.

The agricultural-exemptions recommendation proposes a combination freeze and roll-back. All present exemptions would be continued except those applicable to the transportation of frozen fruits and vegetables and imported agricultural commodities. Truckers affected by this roll-back would get "grandfather" rights to certificates or permits authorizing them to continue their present operations on a regulated basis.

Some of the subcommittee members recorded individual views as they went along on the idea of sending the report to the full committee. In addition to Chairman Smathers, the subcommittee consists of Senators Lausche of Ohio, Yarborough of Texas, Schoeppel of Kansas, and Purtell of Connecticut.

Senator Lausche filed a separate expression. He would confine the loan-guaranty to funds obtained for equipment and other facilities, ruling out help on operating expenses and payments on debts or interest. He goes along on repeal of the 3 per cent freight tax, but not on repeal of the 10 per cent tax on fares. He thinks that such matters as a construction reserve fund and accelerated depreciation should not be considered for carriers alone—but for all industry, if they are to be considered at all.

Senator Purtell filed a brief statement saying he concurred "in general with the contents of the report," but he is "not in complete agreement" with some of it. Thus, he reserves the right "to suggest such modifications, changes, or corrections as may appear desirable prior to final action thereon by the full committee."

Aside from its formal recommendations and other suggestions to Congress, the report discussed various other matters. As to passenger service, it expressed the subcommittee's belief that the railroads "should retain a certain amount of passenger service, whether profitable or not, as part of the railroads' obligation to serve the public and to provide for the national defense."

State and local governments were advised that they can help by doing something about losses on commutation services. If that should be relief from local taxes, the report says the federal government should "give a proportionate remittance of income taxes to allow the amount of such local and state tax reductions to be retained by the railroads."

## Watching Washington *with Walter Taft*

● **RECORD DEFICIT** is what the railroads got out of their 1957 passenger-train operations. At \$723.5 million, last year's loss was \$19 million greater than 1953's \$704.5 million, the previous record. It exceeded the 1956 deficit of \$697 million by \$26.5 million.

**SHORT REIGN** is predicted for the 1957 figure. The deficit in prospect for this year has been put about \$14 million higher—at \$737.2 million. The forecaster is Graham Getty, assistant vice-president of the AAR. His figures are in the record of the Ex Parte 212 freight-rate case.

**NET RAILWAY OPERATING INCOME** from all services this year will be only \$732.8 million, a return of but 2.64%, if the ICC approves the Ex Parte 212 proposal in full. That's another Getty prediction. He sees the 1958 net at \$692.8 million, a return of only 2.5%, if there is final approval of only those advances which became effective February 15.

● **REVISED TIMETABLE** for Ex Parte 212 cancels July 7 and August 4 hearings and substitutes a single hearing to begin July 21. That will be in Washington for cross-examination on verified statements filed by protestants and rebuttal statements filed by railroads. Deadline for filing of latter is advanced to July 12. And requests for cross-examination on protestants' verified statements must now be in by June 20.

● **TRACK-CAR BILL** will get a hearing next month before the Surface Transportation Subcommittee of the Senate Committee on Interstate and Foreign Commerce. Opposed by railroads and supported by railroad labor unions, the bill, S.1729, would give the ICC power to prescribe rules for operation of track motor cars. Its sponsor is the parent committee's chairman, Senator Magnuson of Washington.

**LATEST ICC REPORTS** on track car accidents dealt with collisions they had with trains on the Spokane, Portland & Seattle and Louisville & Nashville. The reports found the accidents caused by failures to provide adequate protection for the track car movements. Three maintenance-of-way employees were killed in the SP&S accident, bringing to 90 the number of fatalities in collisions involving track cars during the past 10 years.



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# and ~~LESSEN~~ PAPERWORK!



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## BRUNING

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## PROBLEM: How would you load cars to cut empty miles?

In our January 27 issue we ran a car service quiz under the above heading. Our answers were printed in this space on March 17 and again on April 7. You may recall the solution said that the N&B (Northampton & Bath) car should have been sent to New York rather than to Philadelphia. Several readers have written me saying they believed they

were correct in sending the car to Philadelphia because this disposition made for less empty mileage.

Basically, I guess, the comments of these two readers may be summed up in the following excerpts from the letter of one of them. My reply also is given below.—G.C.R.

"I would like to take exceptions to your answers, as far as the CNJ and N&B cars are concerned, both of which are rule two to the DL&W.

"In your answer to your quiz you state: 'In previous quizzes we specified that cars must be applied in accordance with car service rules. We intended to so specify in this one, but inadvertently did not do so. . . This, in spite of the fact that under the car service rules, shipping the Northampton & Bath car to Philadelphia is not permissible. This one is a rule 2 car to the DL&W. It could be used properly only via that road

or to a Lackawanna point.'

"In my opinion this omission is of no real import, as both cars could be moved in accordance with existing car service rules. I would say that the real omission in the original problem was the absence of any routes, especially in view of the fact that you inserted a route, in your answers, to justify your contention that the CNJ could be loaded only to Philadelphia and the N&B could be loaded only to New York.

"In support of those who loaded the CNJ to New York and the N&B to Phila-

delphia, and I am one of them, I would like to ask what is wrong with the following routing: DLW Bath Junction N&B Northampton CNJ Bethlehem RDG? This routing is in accordance with rule two (C) (1) and the car is within 68.9 miles of home as against 105 miles in your answer. The CNJ moving to New York is in accordance with rule two (C) (2).

"As your problem dealt with empty miles, may I ask how you would load the CNJ and N&B cars under the new Car Service Rules which became effective April 1, 1958?"

## N&B to Philadelphia—O. K. under new rules

First, let me reiterate that use of the N&B car to Philadelphia, for reasons stated, was not considered an error, although it did not, technically, comply with the then existing rule #2. Under the new rule, effective April 1, 1958, the N&B car can properly be loaded to Philadelphia regardless of routing, inasmuch as it would be nearer home junction there than at point of origin of the load.

You ask what may be wrong with a routing which would move the Philadelphia car via DLW-N&B-CNJ-RDG. There are no through routes via the N&B. This is a road about eight miles long, serving the Northampton, Pa., plant of the Universal Atlas Portland Cement Company. Its sole function is that service.

On the other hand, the route to Philadelphia via DLW-CNJ-RDG via Taylor

(Scranton) and Bethlehem is a well-established route over which a very substantial volume of traffic moves regularly.

May I say that, in my opinion, the revision of the rules is all to the good and will permit "horse sense" applications without technical violations. Under the revised rules the N&B car should go to Philadelphia and the Jersey Central car to New York.

## More about profitable 'Plan 1' rates trucks can't resist

In the April 21 issue we carried a proposal for such profitable rates. Already the proposal has been noted by New York's Journal of Commerce. It elicited also the letter quoted below. There may be more to come—I hope.

"If a non-railroader may comment on the TOFC rating proposal, the plan has merit as a compromise. If it is a permanent policy of the Interstate Commerce Commission not to approve any rate that might be detrimental to a competitive mode of transportation, the proposed rat-

ing might well fit into the picture.

"It seems probable, however, that an easement of the commission's policy would enable the public to benefit more from the railroads' inherent economies, than

could be realized through the proposed rating plan with the commission's present policy in force."

Hugh G. Dugan  
Hinsdale, Illinois

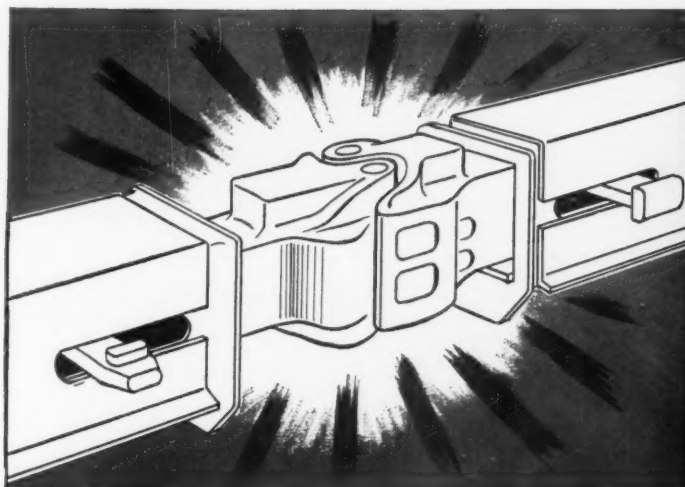
CONDUCTED by G. C. RANDALL, district manager, Car Service Division (ret.), Association of American Railroads, this column runs in frequent weekly issues of this paper, and is devoted to authoritative answers to questions on transportation department matters. Questions on subjects concerning other departments will not be considered, unless

they have a direct bearing on transportation functions. Readers are invited to submit questions, and, when so inclined, letters agreeing or disagreeing with our answers. Communications should be addressed to Question and Answer Editor, Railway Age, 30 Church Street, New York 7.

# Friction

Cushions!  
Absorbs!  
Dissipates!

DESTRUCTIVE FORCES



**WESTINGHOUSE  
FRICTION DRAFT GEAR**

You can't beat fundamentals! Within itself, a good friction draft gear sets up a yielding resistance to shocks, builds up this resistance as shocks are intensified. It does this with characteristically high absorption and low reaction.

That's how the Westinghouse *Friction Draft Gear* absorbs the forces between colliding cars; equalizes the speed of coupled, moving cars as

slack is run in and out, or as brakes are applied; allows serial action as long trains are started. Thus, by cushioning these otherwise destructive forces, the Westinghouse *Friction Draft Gear* protects rigging and car structure, cuts costly lading damage claims.

This is the time-tested principle of the Westinghouse *Friction Draft Gear*.



**Cardwell Westinghouse Co.**  
332 S. Michigan Ave., Chicago 4, Illinois  
Canadian Cardwell Co. Ltd., Montreal

*Specify*  
**CARDWELL  
WESTINGHOUSE**



## The Fight for Public Opinion

### Truck Strategy

Organized truckers have had everything their way. They fell heir to a highway system built for motorists. Today they pay modest fees for constantly improving highways, enjoy limited regulation. Truck strategy, naturally, has been to maintain the *status quo*.

When an outbreak of size and weight limitations threatened the *status quo*, truckers shouted and screamed—at the danger, not to themselves, as they put it, but to America. They cast themselves in the role of spunky little businessmen—alive, alert, progressive—the very champions of America's higher living standards. That this aggressive strategy has been effective is history.

# HOW LONG CAN WE STAY "UNITED"

AND STILL TAKE A BEATING LIKE THIS?



## You Hurt Your Own State, Retard Business, Increase Living Costs — By Allowing These Trade Barrier Laws to Continue

When transportation costs go up, your cost of doing business goes up, too. You pay more for whatever you buy. Your distribution costs rise... and you find it harder to compete.

It is our job to hold costs down. And we're doing it pretty well.

Trucks cut costs through quicker deliveries... travelling shorter routes, with fewer delays, and less waste motion.

But see what happens when

trucks run into the present maze of state regulations. Due to conflicting size and weight laws, a one-truck load may have to be loaded on two trucks the moment it crosses a state line.

In another state, special clear-

ance papers must be signed... special taxes paid. In every case, trucking is handicapped—needlessly. And operating costs go up!

Here's a condition that stands squarely in the way of post-war jobs, and post-war prosperity.

This is a condition that must be remedied—in the public interest—by 1945 State legislatures. American Trucking Industry. AMERICAN TRUCKING ASSOCIATIONS, WASHINGTON, D. C.



TRUCKS CREATE NEW INDUSTRIES—NEW JOBS—NEW WEALTH!

TRUCK & PUBLISHER for November 18, 1945

60

Past ads like these sowed the seeds of opinion...

# Who's Been Squeaking Louder...

Copying from bound volumes caused curvature in truck ads.

## MR. ROOSEVELT, MR. DEWEY—

HOW DO YOU STAND ON THIS ISSUE?



State Barriers Boost the Price of Meat, Vegetables, Milk, Clothes, Razors, Baby Buggies, Cigarettes, Face Cream and everything else we buy!

It is our job to hold costs down. And we're doing it pretty well. Trucks cut costs through quicker deliveries... travelling shorter routes, with fewer delays, and less waste motion. But see what happens when trucks run into the present maze of state regulations. Due to conflicting size and weight laws, a one-truck load may have to be loaded on two trucks the moment it crosses a state line. In another state, special clearance papers must be signed... special taxes paid. In every case, trucking is handicapped—needlessly. And operating costs go up! Here's a condition that stands squarely in the way of post-war jobs, and post-war prosperity. This is a condition that must be remedied—in the public interest—by 1945 State legislatures. American Trucking Industry. AMERICAN TRUCKING ASSOCIATIONS, WASHINGTON, D. C.

TRUCK & PUBLISHER for November 18, 1945

## YOU'LL BE WARMER THIS WINTER

THANKS TO NEW FREEDOM OF TRAVEL FOR TRUCKS



Let's make sure these barriers that hamstring truck shipments — cut deliveries — never go back on the books again!

It is our job to hold costs down. And we're doing it pretty well. Trucks cut costs through quicker deliveries... travelling shorter routes, with fewer delays, and less waste motion. But see what happens when trucks run into the present maze of state regulations. Due to conflicting size and weight laws, a one-truck load may have to be loaded on two trucks the moment it crosses a state line. In another state, special clearance papers must be signed... special taxes paid. In every case, trucking is handicapped—needlessly. And operating costs go up! Here's a condition that stands squarely in the way of post-war jobs, and post-war prosperity. This is a condition that must be remedied—in the public interest—by 1945 State legislatures. American Trucking Industry. AMERICAN TRUCKING ASSOCIATIONS, WASHINGTON, D. C.

TRUCK & PUBLISHER for November 18, 1945

## MEET THE FOLKS FROM FONTANA

They've got a new \$120,000,000 plant that wouldn't exist — except for trucks



that's nothing to what Trucks are doing for Your City — creating new jobs, new homes, new wealth!

It is our job to hold costs down. And we're doing it pretty well. Trucks cut costs through quicker deliveries... travelling shorter routes, with fewer delays, and less waste motion. But see what happens when trucks run into the present maze of state regulations. Due to conflicting size and weight laws, a one-truck load may have to be loaded on two trucks the moment it crosses a state line. In another state, special clearance papers must be signed... special taxes paid. In every case, trucking is handicapped—needlessly. And operating costs go up! Here's a condition that stands squarely in the way of post-war jobs, and post-war prosperity. This is a condition that must be remedied—in the public interest—by 1945 State legislatures. American Trucking Industry. AMERICAN TRUCKING ASSOCIATIONS, WASHINGTON, D. C.

TRUCK & PUBLISHER for November 18, 1945

Trucks have been hitting the mind of America hard and frequently





*Just Ask the Railroads  
That have used*

**SPENO**

**BALLAST CLEANING**



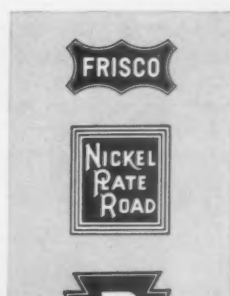
**SPENO**

**RAIL GRINDING**



The repeat business  
which we have enjoyed  
through the years  
proves the value  
of our service and  
prompts our slogan.

*Just Ask  
the Railroads  
That have  
used us!*



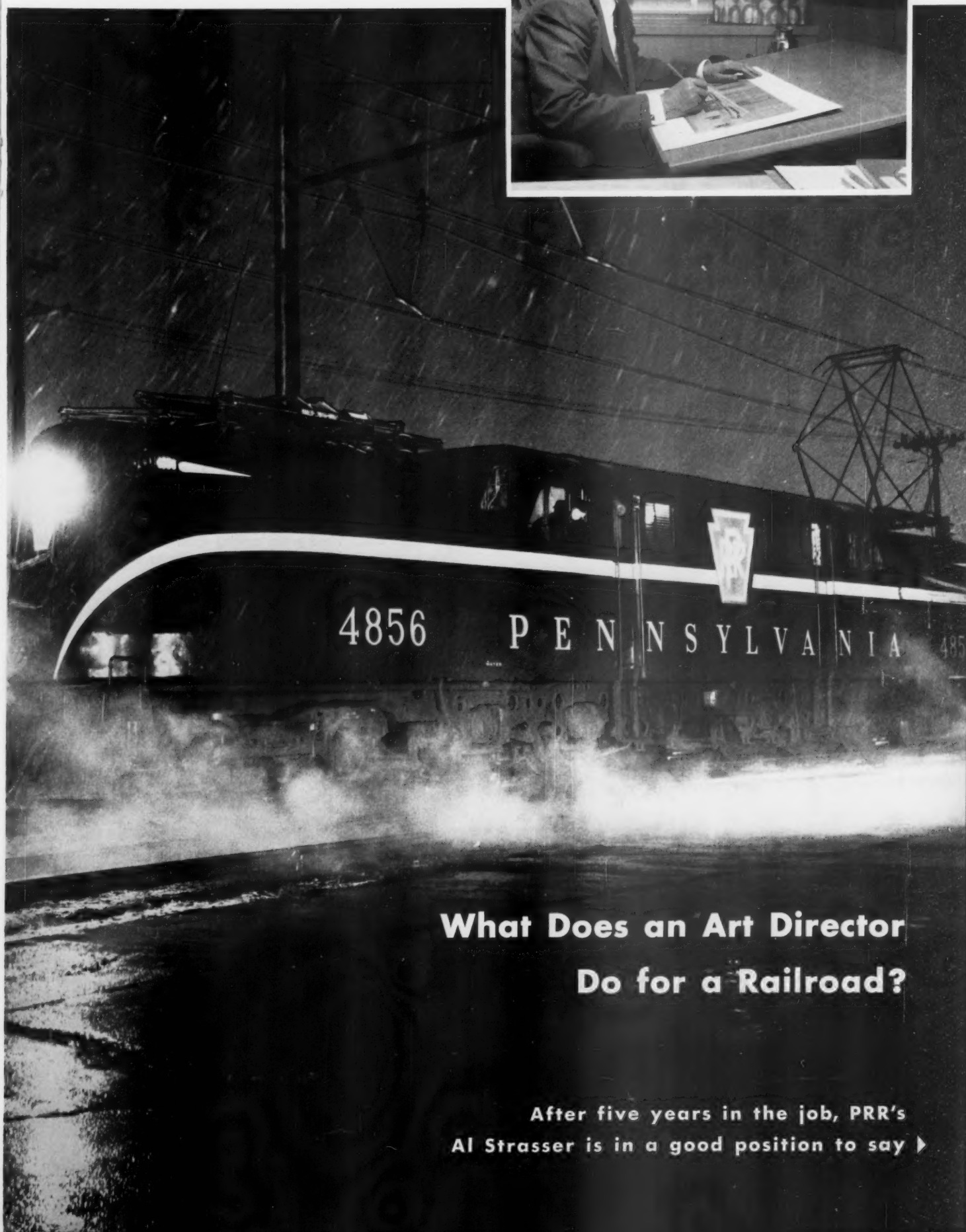
**FRANK SPENO RAILROAD BALLAST CLEANING CO., INC.**

306 North Cayuga St., Ithaca, N. Y.

**RAIL GRINDING**

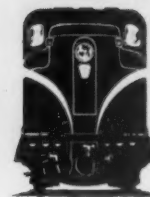
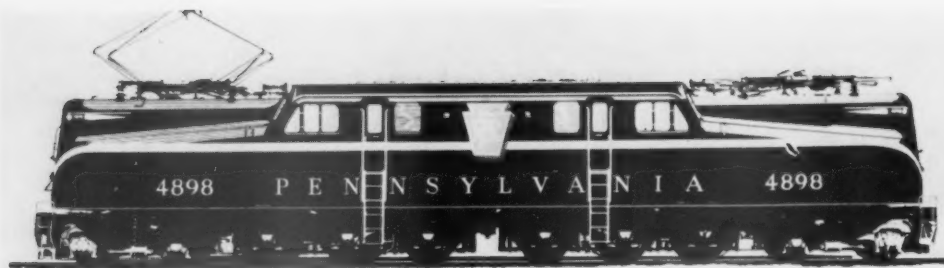






## **What Does an Art Director Do for a Railroad?**

After five years in the job, PRR's  
Al Strasser is in a good position to say ►



#### DAY

"A few years ago we used to stripe our engines in gold leaf. Very expensive. Now we paint them in one wide stripe, use

a larger keystone, 16-inch letters—more dramatic—really looks powerful. And we save about \$125 a locomotive."

## Good design pays off: lower maintenance, longer life,



#### CROSSING GUARDS

"We used to paint signs in 50 different places, so I proposed a centralized sign shop, now operating in Altoona. These crossbucks are screened lettering on reflective material. They should cut costs."

When Al Strasser joined the Pennsylvania's Public Relations Department in 1953, his function as art director was to design and produce the company employee magazine, booklets, annual reports, displays and similar graphic arts materials. Now, five years later, graphic art direction takes only one quarter of his time. Another quarter goes for building and remodeling designs—interior decorating for company offices and facilities. Half his time is devoted to industrial designing—equipment, stations, new materials.

Industrial design is a broad field on a modern railroad. It covers everything from Scotchlite lettering—for making locomotives better looking and easier to maintain—to new materials for passenger coaches and grade crossing signs. On too many railroads, design decisions are made incidentally by architects and



#### TICKET FACILITIES, PENN STATION

"Originally the top was a pagoda-shaped design, very Chinese looking—no sales appeal—not even modern to start with. When I was asked to look at the specifications, I suggested this airplane-wing type of construction.



#### NIGHT

"After a year, the yellow stripe faded considerably. We started to look for a material that would outlast paint.

Now, we're testing 14 locomotives with Scotchlite striping, keystone and lettering. This gives us night reflection."

## appearance that sells.

engineers. Design merits no more attention than footnotes to engineering specifications. This not only fails to give the best appearance—it wastes money.

On the Pennsylvania, Mr. Strasser has been given a free hand to prove the value of good design to a railroad. One job has led to another: a cost-reducing, face-lifting design for facilities in one region sparks calls from other regions. "Ask Strasser how he'd do it" is a familiar directive when anything is remodeled these days on the Pennsy. Now under way is an ambitious program to coordinate and upgrade design across the board—for every aspect of the PRR's vast operations.

Some of the projects he has worked on are illustrated on these pages. The captions are direct quotations: Mr. Strasser's own comments on his work.

(Continued on page 21)



#### CENTRALIZED SIGN SHOP

"The centralized sign shop at Altoona is helping to put a new face on the railroad. A lot of the change is in using new, better materials and standard alphabets which will make our signs more uniform. We can manufacture all types of signs from 1/2 inch to 12 feet on wood, aluminum or steel."

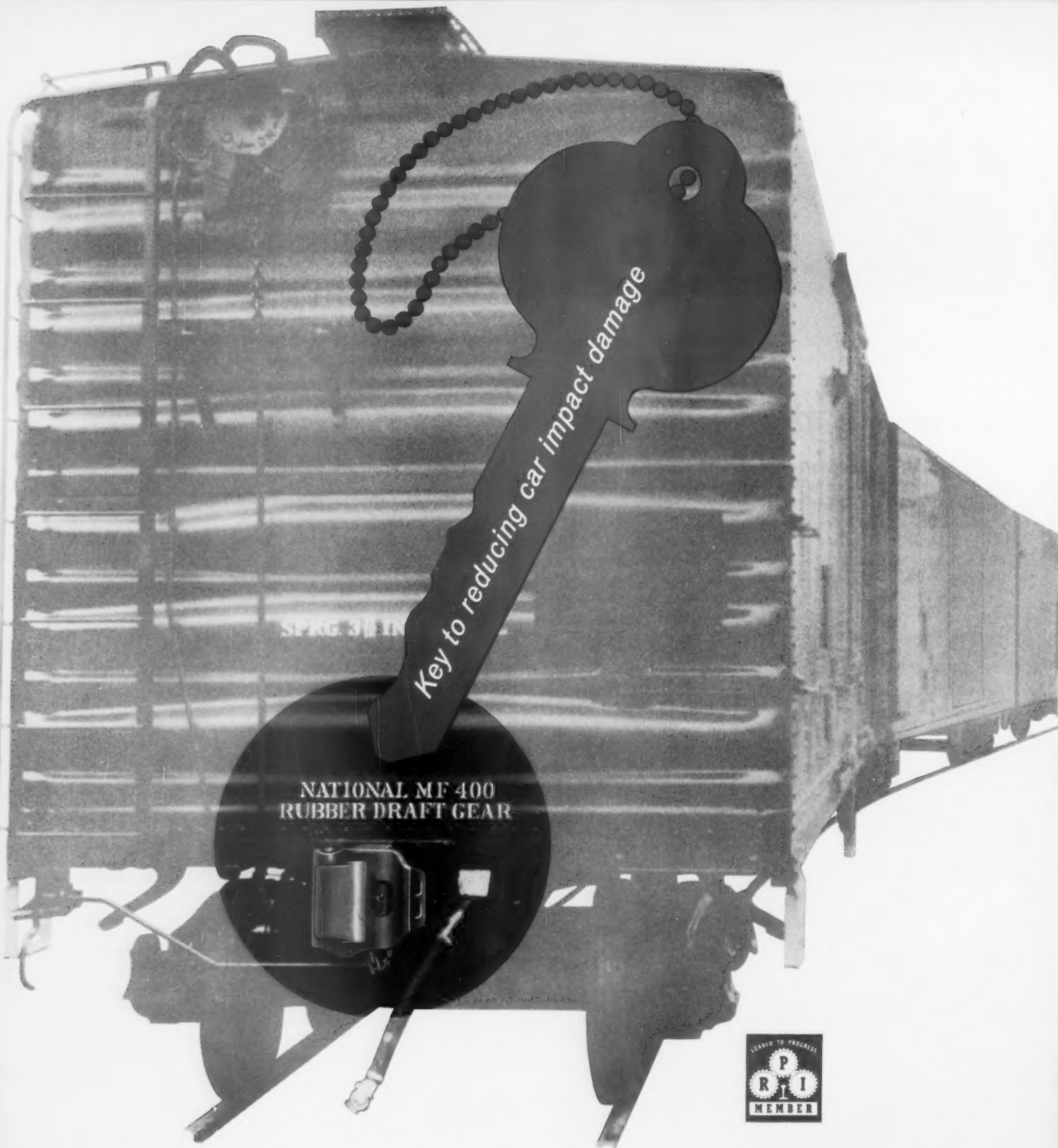


#### NEW CAFETERIA ►

"In 32nd Street building, this seats 500 people and feeds over 2,000 of our people every day. Fiberglas draperies, combination of plastics and choice of delicate colors make this a restful and desired place for our employees to dine."







*Railway Division Headquarters  
Cleveland 6, Ohio*

*International Division Headquarters  
Cleveland 6, Ohio*

CANADIAN SUBSIDIARY  
*National Malleable and Steel Castings  
Company of Canada, Ltd.  
Toronto 1, Ontario*

National MF-400 Rubber-Cushioned Draft Gears have a rated capacity of 42,500 foot-pounds plus a 54 per cent reserve capacity—a total of 65,500 foot-pounds. This ample reserve gives your cars protection when they need it most—at high impacting speeds. And, during regular road operations, the MF-400 provides excellent protection against severe shock due to run-in and run-out of slack.

AA-5012

**NATIONAL MALLEABLE and STEEL CASTINGS COMPANY**

*Established 1868*

COUPLERS • YOKES • DRAFT GEARS  
FREIGHT TRUCKS • JOURNAL BOXES



#### NEW...

"The old style box car cost as much to paint as the cars with the new design. The old 'Pennsylvania' was six inches high. Also, our trademark is not within a circle; it's a keystone. A large keystone, 13-inch letters, larger numerals are better and quicker to read. What do we gain?

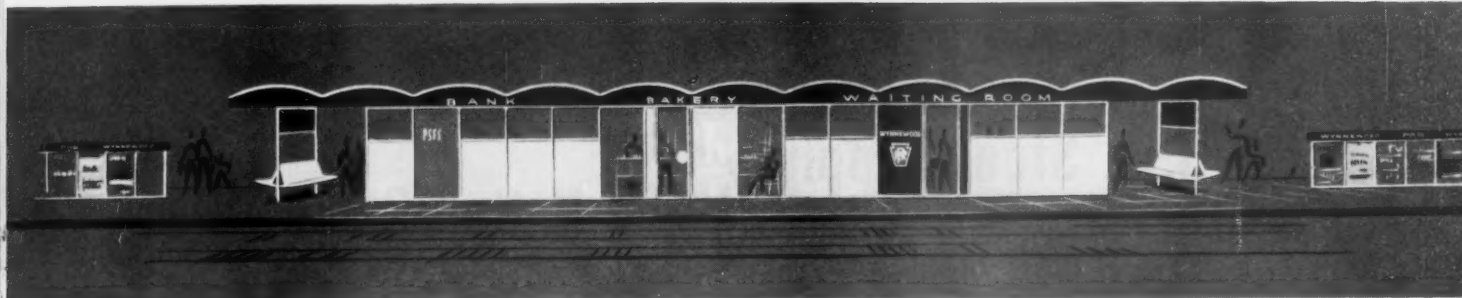
#### ...OLD

Usually intangibles. I seldom have proof positive that design pays off. But there are exceptions. Some Delaware River piers were badly run down. We cleaned them up, painted them Tuscan red. These piers used to run at a deficit, now they show a profit."

## The world of new materials turns up in rolling stock, too

Plastics as strong as steel, reflective and plastic paints that don't fade, paper as strong as cloth, a chemical spray for textile yarns that makes them resist staining when woven into carpets and drapes; all of these are examples of good design paying off for the PRR.

Dining cars traditionally have very high maintenance costs, primarily because they are difficult to keep in the immaculate condition their service requires. Mr. Strasler designed a plastic diner interior to help solve this problem. The first car—half plastic, half paint—was so successful that an all-plastic car was turned out. Several lounge and dining cars also have been modified this way. The chief mechanical officer reports the cars can be cleaned in half the normal time. Maintenance costs are materially reduced.



### MODULAR STATIONS

"The station buildings go up easily and quickly. 'Add-on' sections allow expansion and modification; ease of disas-

sembly permits quick take-down and re-erection elsewhere. Aluminum and plastic materials eliminate need of paint."

# "We expect U. S. Steel Supply's Any Steel, Anywhere, Any Time Service to cut our inventory 50%"



says **Mr. Harold A. Berry**,  
Manager of Purchases and Stores,  
Chicago, Rock Island & Pacific Railroad Company,  
Chicago, Illinois

## Long-Range Car-Reclaiming Program Made Possible

"Because U. S. Steel Supply has promptly and efficiently met our steel demands, we expect to reduce our steel inventory 50% and use the additional working capital for a wide-range car-reclaiming and rebuilding program," says Mr. Berry.

"Prior to dealing with U. S. Steel Supply, we carried a large and costly steel inventory for protection—a policy which, nevertheless, often meant not having specific material on hand when it was needed. We tried to correct this situation by using in-stock steel, but the practice of improvising repairs with inadequate materials caused an alarming climb in repair costs because of excessive waste.

"Now, if a specific material isn't in our stock, it's ordered from U. S. Steel Supply and delivered almost immediately. There's another benefit, too; steel can be obtained pre-cut to size, when necessary.

"Our car-reclaiming and rebuilding program hinges on the fact that U. S. Steel Supply's Any Steel, Anywhere, Any Time Service showed us how to trim down to essentials without losing an ounce of efficiency."

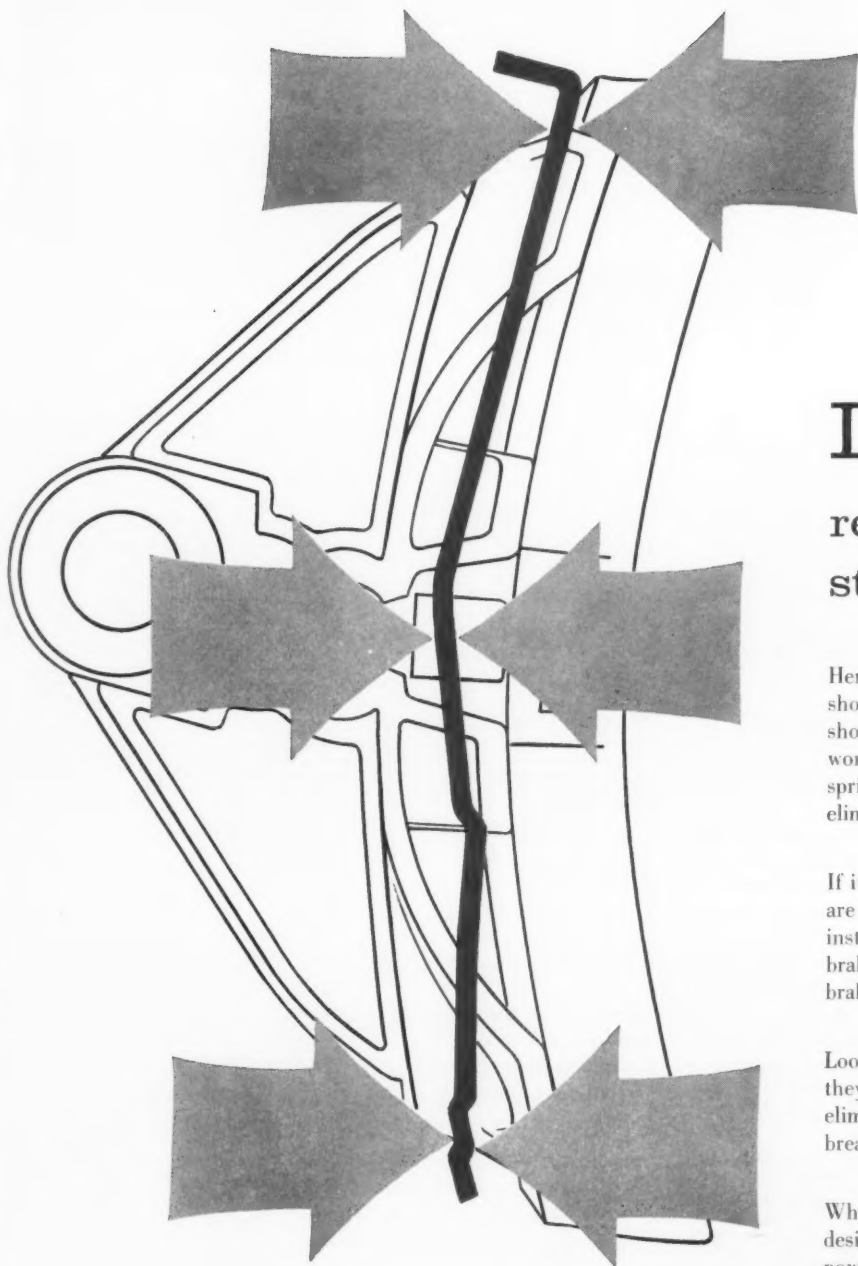
**What does it cost to keep steel in stock?** To help you analyze the cost of maintaining your inventory, we have prepared a **VALUE ANALYSIS FORM**. This form itemizes the various costs incurred in maintaining inventories. Why not get a copy of this form and have your cost control department fill in your costs item by item? Then call your U. S. Steel Supply salesman for a comparative price run down. We think you will find "Any Steel, Anywhere, Any Time Service" can reduce your inventory costs. For your copy, write to U. S. Steel Supply at the address below.

Remember . . . you get Any Steel, Anywhere, Any Time Service from . . .

**U. S. Steel Supply**  
Division of  **United States Steel**  
TRADE MARK

Steel Service Centers Coast to Coast  
Mailing Address: P. O. Box 1099, Dept. 16, Chicago 90, Ill. • General Offices: 208 So. La Salle St., Chicago 4, Ill.





# Lockey

reduces shoe breakage  
stops brake head wear

Here's a simple way to extend the life of your brake shoes, heads, and beams. When a car comes into the shop or the repair track, apply a Lockey in place of the worn standard key. The Lockey with its powerful spring action will firmly clamp the shoe to the head and eliminate destructive play between the parts.

If it makes good sense on new cars—the great majority are equipped with Lockeyes—it makes good sense to install them on equipment in service. Lockeyes will stop brake head wear and eliminate the need for replacing brake heads and beams.

Loose, worn keys not only cause brake head wear, but they also cause shattered brake shoes. The Lockey will eliminate this and pay for itself in reduced brake shoe breakage alone, within the first year!

Why? Because the Lockey is a *spring*—a specially designed spring, heat treated for long life and tremendous power. What's more, its installation is simple: a few raps of a hammer and it's there to stay. Remove with a few raps in the opposite direction and it can be used again.

A-447



**Brake Shoe**

RAILROAD PRODUCTS DIVISION  
530 Fifth Avenue, New York 36, N. Y.  
In Canada: Dominion Brake Shoe Co., Ltd.



WITH THE portable control station plugged in, the locomotive can be operated from any point in the cab. A GM Diesel employee is shown controlling a GP-9 locomotive from the side of the cab opposite the regular control stand.

## Control—from Anywhere in the Cab

It's small, it's light, it permits operation of diesel locomotives from any position in the cab. So far, it's a one-of-a-kind experiment, built on request of the Canadian Pacific for demonstration before the Royal Commission in connection with its diesel firemen study.

General Motors Diesel, Ltd., developed the 14-pound unit. It is equipped with combination throttle and reverser handle, brake lever, emergency stop push-button combination dead-man control and carrying handle. The black box measures just 5 by 8 by 9 inches; it connects to the regular control stand by means of a cable.

So long as the control box is carried or held by the handle, the dead-man safety control is paralleled with the existing lo-

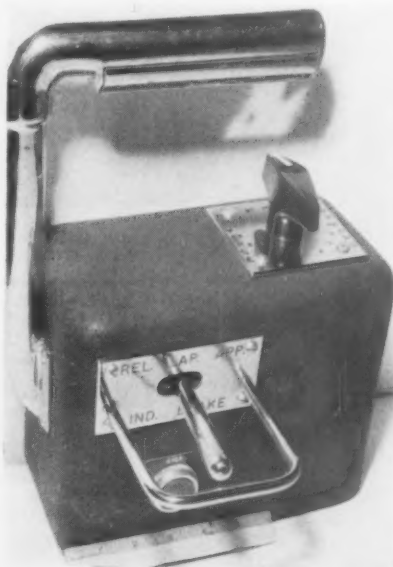
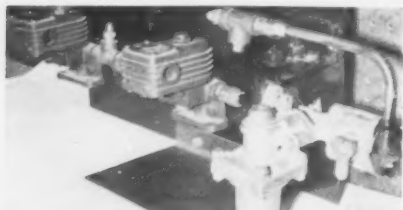
comotive safety control foot pedal and is in a safe position.

The brake handle applies and releases the locomotive brakes by electrically controlling solenoid valves which initiate the supply or exhaust of air to the brake cylinders at a controlled rate. A fail-safe circuit is employed to apply the brakes when the circuit is interrupted.

A similar control device for use on yard switchers equipped with pneumatic throttle control has been developed, in addition to the one for locomotives with electrical throttle control.

**THE BLACK BOX**—14 pounds of control apparatus, including throttle-reverser, brake lever, push-button stop and dead-man control built into the carrying handle.

▼ **THIS EQUIPMENT** is mounted on the locomotive as part of the portable control system. It includes a reducing valve, two solenoid valves and a check valve for control of the locomotive brake and another solenoid valve to work in conjunction with the dead-man control.



These shipper  
conscious railroads have

# PS-2

COVERED HOPPERS  
in service or on order  
to serve your bulk  
shipment needs

Atchison, Topeka & Santa Fe  
Baltimore & Ohio  
Bessemer & Lake Erie  
Boston & Maine  
Canadian National  
Central of Georgia  
Central Railroad of New Jersey  
Chicago & North Western  
Chicago, Burlington & Quincy  
Chicago Great Western  
Chicago, Milw., St. Paul & Pacific  
Chicago, Rock Island & Pacific  
Clinchfield  
Delaware & Hudson  
Denver & Rio Grande Western  
Detroit, Toledo & Ironton  
Duluth, Missabe & Iron Range  
Elgin, Joliet & Eastern  
Florida East Coast  
Great Northern  
Illinois Central  
Kansas City Southern  
Lancaster and Chester  
Lehigh Valley  
Lehigh & New England  
Louisville & Nashville  
Maine Central  
Minneapolis & St. Louis  
Missouri-Kansas-Texas  
Monon  
New Haven  
New York Central  
Norfolk & Western  
Northern Pacific  
Pennsylvania  
Pittsburgh & West Virginia  
Rutland Railway  
St. Louis-San Francisco  
St. Louis Southwestern  
Southern Railway  
Soo Line  
Southern Pacific  
Union Pacific  
Wabash  
Western Maryland  
Western Pacific  
Wisconsin Central

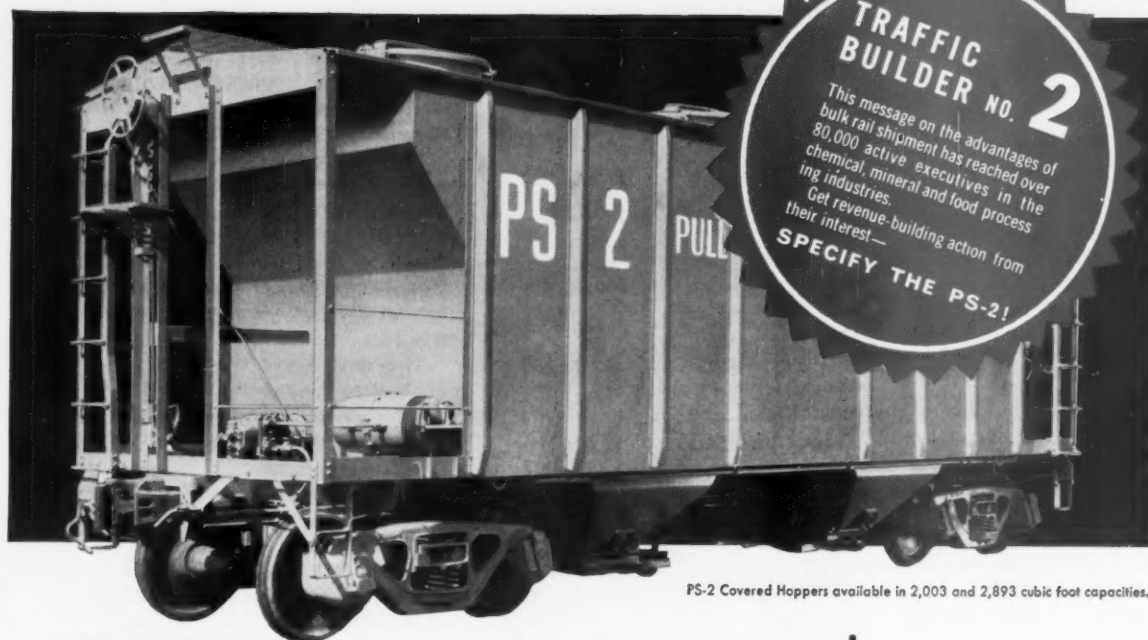
**These users have discovered  
the benefits of PS-2 ownership!**

American Sugar Refinery Co.  
Canadian General Transit Co.  
Central Soya  
General American  
J. C. Corrigan Co.  
National Sugar Refinery Co.  
North American Car Co.  
Philadelphia Quartz  
St. Joseph Lead Co.

## PULLMAN-STANDARD

CAR MANUFACTURING COMPANY  
SUBSIDIARY OF PULLMAN INCORPORATED  
221 NORTH LA SALLE STREET • CHICAGO 1, ILLINOIS  
BIRMINGHAM • PITTSBURGH • NEW YORK • SAN FRANCISCO

# Be sure your bulk shipments always arrive clean, safe and dry



PS-2 Covered Hoppers available in 2,003 and 2,893 cubic foot capacities.

## Specify **PS-2 COVERED HOPPERS** from your railroad

Pullman-Standard PS-2 Covered Hoppers assure you complete protection of dry bulk commodity shipments. PS-2 roof hatches and outlet gates are designed to keep weather and dirt out. Center pressure locking keeps hatches tightly closed. PS-2s unload clean—smooth interiors won't trap lading or cause contamination. Your bulk lading gets complete, all-around protection—arrives clean, safe and dry.

And handling of bulk commodities is faster, more economical with PS-2 Covered Hoppers. Mechanical load-unload devices work to fullest advantage—helps you make even greater profits through bulk shipment.

For complete information on the bulk shipping benefits of the PS-2 Covered Hopper, write to Pullman-Standard and ask for Booklet J-6489.



## PULLMAN - STANDARD

CAR MANUFACTURING COMPANY  
SUBSIDIARY OF PULLMAN INCORPORATED  
221 NORTH LA SALLE STREET • CHICAGO 1, ILLINOIS  
BIRMINGHAM • PITTSBURGH • NEW YORK • SAN FRANCISCO

**TRAFFIC  
BUILDER NO. 2**

This message on the advantages of bulk rail shipment has reached over 80,000 active executives in the chemical, mineral and food processing industries. Get revenue-building action from their interest—

**SPECIFY THE PS-2!**

## **PS-2s**

**CAN PRODUCE EXTRA  
SHIPPING BENEFITS FOR  
SUCH MINERALS AS:**

- Bauxite Ore
- Calcite
- Cement
- Clay and Bentonite
- Feldspar
- Fluorspar
- Fluxing Stone and Raw Dolomite
- Gravel and Sand
- Gypsum
- Industrial Sand
- Phosphate Rock
- Salt
- Sulphur



# Should Engine Burns Be

Damage to railroad rails caused by spinning locomotive driving wheels is common. The problem of what to do about such damage faces every railroad. Yet there is no unanimity of opinion or practice. As revealed by a survey on which this article is based, most railroads repair engine burns by welding, but a substantial number do not. There is wide disagreement about the effect of motive-power dieselization on the incidence of engine burns.

When a rail is burned by slipping engine driving wheels, three things can be done. The rail can be removed from the track. It can be left in service with or without the application of joint bars. Or, it can be welded and left in the track.

Of 29 Class I roads replying to a questionnaire on the subject, seven reported they did not repair engine burns by welding, 22 said they did. Among the latter was one road which said it welded burns that occurred in continuous welded rail but not those occurring in conventional jointed track.

Opinions about the role of diesel motive power in formation of rail burns vary considerably. Ten roads said diesels cause more burns. Fourteen declared that fewer burns occur since the advent of dieselization. Seven roads reported that diesel burns are shallower and 14 that they are deeper.

The Western Pacific said diesel burns are, in general, similar in depth to those caused by steam locomotives, "although in

some instances most severe." It also reported that it had observed several rails on which "the majority of the ball area was destroyed."

"Burns are deeper," said the Milwaukee, "because of the diesels' smaller diameter driving wheels."

"With diesel power," said the Wabash, "we have fewer driver burns but those we have are deeper. With steam power, on which drivers are connected, each time the drivers slipped we had as many burns as there were drivers. A diesel engine does not ordinarily spin more than two drivers."

**Among objections to welding** engine burns is the belief that the welders would not remove all of the thermal cracks before depositing weld metal. One road said welding is not an economical practice.

If the number and severity of the burns make it advisable to remove a rail from the main track, it may be used in a secondary track, another survey respondent said. But, if the rail cannot be used there with-

out welding, it should be scrapped.

Even roads which object to welding engine burns don't remove all burned rails. Decision to remove or retain depends on the number and depth of the burns. One road said if a burn extends to the edge of the ball, the rail is removed. Rails burned less severely are left in the track. Two other roads said only badly burned rails are removed. Lighter burns are dressed off by grinding.

"If a burn is such as to cause impact of sufficient force to affect track maintenance, the rail is removed," declared another road. "Rails burned by drivers of a locomotive used in bucking snow drifts, and those located by certain indications on the tape of a detector car, are removed immediately."

The seven roads which do not weld burns depend upon regular testing by a detector car to determine whether lightly burned rails should be removed from the track.

**Failures do occur** at welded engine burns. One chief engineer reported that his road has been welding engine burns for more than 25 years. But, he added, "a few of the built-up burns have failed in service. We attribute these failures to lack of care on the part of the welders. Probably they did not remove the original fracture completely before starting to weld."

Another road said it had had good luck in welding engine burns, but admitted there "were instances where fissures developed under the weld and we had service failures."

A supervisor of welding said his road

## WHAT ARE ENGINE BURNS?



From the very beginning of railroading, rails have been damaged by the slipping of engine driving wheels. When the drivers slip long enough friction raises the temperature of the rail surface, often to the molten stage. The rail steel literally is ground down, leaving a depression in the running surface, frequently with a heap of metal at one end of the burn. Laboratory tests by the AREA Rail committee show that, as soon as the wheel leaves the burn, air, together with the cooler temperature of the adjacent rail steel, acts as a quench. This forms a hard structure at the rail surface, with small incipient cracks. If the rail is left in service without further attention, the cracks tend to grow progressively. This may lead to rupture of the rail.

# Welded?

had been welding engine burns for many years with no reported failures. He said it was possible some rails might have failed at engine-burn welds and were removed without being reported.

One superintendent of track welding said he assumes every engine-burn weld will fail. Roadmasters on his road are instructed to have their men apply joint bars, with two bolts, to rails at any engine burn that requires building up. If a rail breaks at the weld, the bars hold the two ends in alignment, and the section forces add two more bolts. This practice, he explained, gives the railroad the full service life of the rail. It also permits him to weld deeper burns, even down to the rail-head fillet. He believes that properly welded rails of 131-lb and heavier will not break in service, if the weld is not more than  $\frac{1}{8}$  in. deep.

A comprehensive investigation into the metallurgical aspects of engine-burn damage has been made by the Rail Committee of the American Railway Engineering Association. Drop tests were used to evaluate the strength of repaired engine-burn specimens. These tests were not satisfactory.

## Advantages of Welding

Rolling-load tests were then tried. Wheel-burn specimens made under controlled conditions were tested. Although considerable "scatter" in results was obtained, it was found that specimens repaired by welding performed for more cycles than unwelded specimens.

Repair of damaged rail by removing the parent metal containing the quench cracks and replacing it with weld metal was found to be metallurgically satisfactory. The committee said its laboratory investigations and service experience proved the desirability of repairing engine burns by welding rather than leaving them in the track in an unwelded condition.

Three advantages of welding were pointed out by the committee. (1) It eliminates undesirable microstructure and quench cracks, which can serve as potential stress raisers. (2) It eliminates low spots in the rail surface at the point of metallurgical weakness. (3) It permits recovery of much rail for main-line use which might otherwise be scrapped or consigned to secondary service.

The depth and number of engine burns per rail are restricted by most of the 22 roads that weld driver burns. Some advocated restrictions on the length of welds, and others on the distance between welds.

Railroads limiting the number of welds  
(Continued on next page)



(Photos courtesy Norfolk & Western)

### 1. Tamping

Many roads consider it important to tamp the ties—or shim the rail—before welding. Purpose is to put rail head in tension.

## Steps in Repairing a Driver Burn



### 2. Grinding

Damaged metal is removed from the burned area either by grinding or by oxyacetylene torch.



### 4. Peening

As weld metal is applied in increments it is shaped by hammering. Welds are postheated on many roads.



### 3. Preheating

Many roads prefer to heat the burned area before applying weld metal. Joint bars keep rail from dipping.

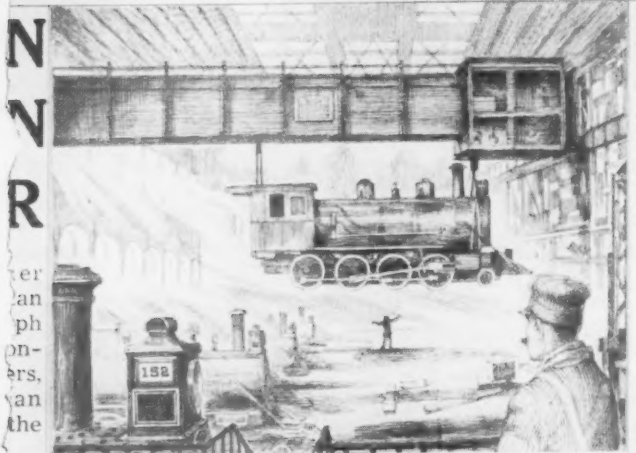


### 5. Finish Grinding

After weld metal has cooled it is shaped to the required contour by a surface grinder.



APRIL 12, 1895



## LOCOMOTIVE WORKS FORECAST ELECTRIC MOTOR OPERATION

NEW YORK, April 12—A large number of tools, cranes, etc., in the shops of the Baldwin Locomotive Works are now operated by electric power. It is estimated that within a year all the various tools will be driven by electric motors, either direct connected, or driving lines of shafting operating a group of tools.

Through the courtesy of the Baldwin Locomotive Works we print an engraving of a 100-ton electric crane operating in the erecting shop.

The generating plant from which the motors at present used in the shop are supplied is temporary. It consists of two 100 H.P. dynamo motors, built by the

Dateline 1895. Then, as now, American railroads were adopting new and better electrical tools for a more efficient operation. And, even in the '90's, Graybar already had over 25 years experience in supplying "everything electrical" to America's expanding transportation industry.

Today, you'll find well over 100,000 different electrical items listed in Graybar catalogs. And your Railroad Pocket List gives the addresses of over 130 Graybar offices and warehouses in a pattern of locations that means prompt deliveries of products bearing the names of America's leading manufacturers to railroads from coast-to-coast.

For tools — hand and power operated — in fact for everything electrical for your shops, call upon your nearby Graybar Railroad representative for assistance — he'll be glad to oblige.

100,000 electrical items are  
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**Graybar**

GRAYBAR ELECTRIC COMPANY, 420 LEXINGTON AVENUE, NEW YORK 17, N. Y.

(Continued from page 27)

per rail were asked how they could determine whether or not the rail had been previously welded. One said it kept a running record of all burns welded. Two others replied that the welds were marked by a dab of paint on the rail. Most roads reported that previous welds are apparent because of a change in the color of steel, although one road questioned this. Some roads stated they didn't care to know about previous welds as long as the present condition of the rail showed that it was good enough to weld.

One road said the number of burns that should be welded depended upon the economics of doing the work. It did not say what the number was.

Another road reported it had welded 456 engine burns at an average cost of \$1.25 per weld for labor and material. This cost appears lower than for most railroads. A sampling of one group of railroads shows costs ranging from \$2 to \$12 per engine-burn weld. Using \$7 per weld as an average, it is apparent that welding 8 to 9 engine burns per rail would be economically justified.

The Speno grinding train was reported by eight roads as having materially reduced the number of burns to be welded. "Starting in 1957," said a spokesman for one, "we began to reduce the amount of repairs to wheel-burned rail by welding, and we inaugurated a small program of grinding damaged rails with the Speno grinding equipment."

### Results More Satisfactory

"This procedure will be followed on a much larger scale during the current year. We have found the results obtained are much more satisfactory than those from repairs by welding. While this method will not remove the deep burns, it does remove the shallow ones and all of the upset metal. Many of the deeper burns are ground to such an extent that they are 'bridged' over and are not noticeable while trains are passing over them.

"Evaluating the results obtained in building up damaged rails by welding and using the Speno rail-grinding equipment will result in our reducing to a minimum this year the repairs by welding. No doubt welding will be discontinued soon."

Five roads reported they used flexible-shaft, side-angle, or surface grinders to some extent in removing engine burns. This method is used only for the shallower defects. One road said grinders were employed to remove the upset metal. Two others stated the grinding was done by several passes over the area and was tapered to the running surface. However, one road advised it will discontinue this practice in favor of welding.



## This Month

**CAR SHORTAGE FIGURES** have very little value under present conditions. That's the four-to-one opinion among shippers.

—Railway Freight Traffic

**DIRT IN DIESELS**, how to keep it out, and how to get rid of that which gets in are all topics important to railroad managements.

—Railway Locomotives & Cars

**LOWER COSTS** for maintaining some of its overpasses have been achieved by the Reading. The economies are attributed to use of a new type of decking.

—Railway Track & Structures

**INVENTORY CONTROL** is of special importance now. Basic factors which must be considered are outlined by the Erie's general storekeeper, G. J. House.

—Railway Purchases & Stores

**NEW RAILROAD LINES** are pretty much of a rarity nowadays. But the Missouri Pacific has completed one, and is building another, to stimulate development of its territory.

—Railway Freight Traffic

**LOCOMOTIVE INSULATION** testing techniques may soon change. The new method requires that results be interpreted accurately.

—Railway Locomotives & Cars

**BRIDGE AND BUILDING FOREMEN** on the Canadian National's Western Region are going to school. The road, collaborating with the Brotherhood of Maintenance of Way Employees, has set up a training program. Plans are afoot for broadening the program to cover track foremen, work equipment operators and others.

—Railway Track & Structures

**FAST WORK!** Up to 50 telephone poles daily were set up by a New York Central 3-man crew using a mobile pole digger and setter. One pole was set in the record time of 4 min. The crew was part of a team working on a new cut-off that routes freight trains to the Robert R. Young classification yard.

—Railway Signaling & Communications

**SERVICE TRUCKS** are now operating on three railroads in the Chicago area. The trucks are used as mobile diesel-servicing stations.

—Railway Purchases & Stores

**WEEKS OF PREPARATION** by the Missouri Pacific communications department were needed to enable 36 million people to see MP freight and passenger trains in action on "Wide, Wide World," the Dave Garraway television show.

—Railway Signaling & Communications

## In tank car cleaning, too

Oakite gives you

## low-cost end results



Using the *correct* cleaning *method* is just as important as using the *correct* cleaning *compound* when it comes to cutting maintenance *cleaning costs*. Take these typical examples:

One railroad had to spend over \$5200 to clean 135 tank cars manually (not to mention the hard work involved). But when they mechanized the job with the Oakite 324 Cleaning Unit, they got black and white proof of better results. The method eliminated laborious scrubbing, hastened turnaround, cut consumption of materials by two-thirds, saved \$1600.

The Oakite Fogging Unit is another such improver of end-results. Applying an efficient mist of Oakite soil-loosening detergents, it has done an "impossible" *rush job* of cleaning out a tallow encrusted car in only 6 hours... the *thorough* removal of asphaltic deposits in just 5 hours.

It's *end-results* that count most on the cost sheet. And that's why so many leading roads count on Oakite materials, methods and equipment for low-cost cleaning. Booklet F-8055 describes these in detail. Write Oakite Products, Inc., 46 Rector Street, New York 6, N. Y.



gives you the *important* advantage...

**LOW-COST END RESULTS**

Export Division Cable Address: Oakite

**RAILROAD DIVISION**

# RR Annual Report Highlights <sup>(1)</sup>

Railroad		Operating Revenues	Operating Expenses	Fixed Charges	Net Income	Current Assets*	Current Liabilities*	Long term Debt*
Akron, Canton & Youngstown.....	1957	\$ 6,472,656	\$ 4,770,131	\$ 156,436	\$ 362,104	\$ 2,454,166	\$ 1,452,570	\$ 3,697,740
	1956	6,029,391	4,493,082	165,108	400,820	2,663,822	1,523,116	3,981,580
Ann Arbor.....	1957	9,464,185	8,135,474	278,497	415,723	3,935,228	1,151,939	8,022,875
	1956	9,755,712	7,792,200	230,368	633,068	4,380,851	1,198,721	5,865,833
Atchison, Topeka & Santa Fe.....	1957	610,714,053	473,859,317	7,660,522	61,941,791	190,457,486	97,285,962	197,167,563
	1956	590,183,170	447,986,845	7,635,253	70,213,171	196,883,333	108,673,080	189,131,000
Atlanta & St. Andrews Bay.....	1957	4,507,057	2,033,445	15,502	888,907	1,966,658	1,186,719	.....
	1956	4,367,989	2,000,222	15,895	896,909	2,261,195	1,540,996	.....
Bangor & Aroostook.....	1957	15,364,330	12,428,782	767,367	1,051,453	4,146,332	1,472,203	26,913,765
	1956	15,800,640	12,120,380	804,924	1,528,324	4,756,276	2,231,246	25,045,956
Baltimore & Ohio.....	1957	461,303,581	373,261,401	18,789,348	24,131,036	117,562,951	89,384,488	477,315,595
	1956	465,484,696	375,140,925	19,229,839	30,038,261	121,469,490	85,487,918	491,695,623
Bessemer & Lake Erie.....	1957	28,976,948	19,524,781	396,410	6,861,096	22,592,278	12,735,385	12,966,969
	1956	26,203,270	20,074,573	434,138	5,364,928	19,556,771	10,790,185	14,177,831
Boston & Maine.....	1957	85,953,927	68,884,867	4,220,342	764,162	27,066,845	24,731,820	112,305,741
	1956	88,038,520	70,736,517	3,541,446	741,225	31,221,123	23,606,436	99,423,994
Canadian Pacific.....	1957	487,565,479	449,319,097	14,901,935	46,785,723	149,059,763	85,118,790	144,133,500
	1956	505,262,393	463,926,566	15,752,302	55,617,988	225,007,239	110,926,693	156,085,000
Central of Georgia.....	1957	44,212,202	36,078,130	1,363,005	3,203,681	13,512,696	7,032,743	57,243,348
	1956	44,785,471	35,984,233	1,243,409	3,299,978	14,479,877	8,225,812	49,499,100
Chesapeake & Ohio.....	1957	432,330,368	399,904,055	13,920,560	67,566,623	117,395,435	73,530,809	428,771,756
	1956	418,727,983	384,496,943	12,505,023	66,735,879	134,789,180	89,683,662	402,253,637
Chicago & North Western system.....	1957	218,483,163	186,670,441	7,822,249	415,524d	46,541,053	43,577,739	212,380,438
	1956	225,787,471	198,211,711	7,579,563	5,529,297d	46,455,518	46,408,101	219,975,692
Chicago, Milwaukee, St. Paul & Pacific.....	1957	254,027,186	208,178,811	4,731,197	7,916,348	84,085,781	50,887,798	268,907,339
	1956	253,860,566	210,746,299	4,716,551	8,485,914	87,835,685	48,244,605	274,132,980
Chicago, Rock Island & Pacific.....	1957	209,590,740	164,245,197	2,972,205	9,704,136	52,845,154	38,516,381	150,408,515
	1956	200,020,420	153,408,008	3,006,469	15,721,819	60,890,266	40,936,608	150,523,931
Chicago South Shore & South Bend.....	1957	7,698,699	5,825,615	708,293	298,085	2,420,202	1,560,747	1,312,500
	1956	7,774,439	5,649,240	664,965	469,335	2,559,327	1,793,605	1,462,500
Delaware & Hudson.....	1957	55,835,959	40,112,215	1,811,767	7,596,406	23,747,813	7,921,265	78,380,751
	1956	57,409,145	38,619,310	1,960,251	9,066,060	28,191,011	9,987,731	82,790,002
Delaware, Lackawanna & Western.....	1957	85,904,749	73,454,958	4,497,970	429,614	16,492,977	12,010,172	122,930,122
	1956	88,786,209	73,638,924	4,412,875	5,081,520	20,016,659	14,734,268	124,180,013
Denver & Rio Grande Western.....	1957	85,236,093	54,346,225	2,075,398	13,302,392	41,559,587	20,738,631	86,039,800
	1956	81,355,116	51,347,892	2,042,565	12,579,602	40,996,144	21,505,271	85,637,995
Detroit & Mackinac.....	1957	2,258,943	1,788,278	65,573	277,631	807,952	584,998	1,711,865
	1956	2,533,880	1,799,421	56,232	342,821	871,055	770,103	1,313,700
Detroit, Toledo & Ironton.....	1957	22,310,503	15,419,483	448,279	5,162,992	6,301,307	3,192,193	15,369,493
	1956	20,775,474	13,676,377	454,274	4,339,943	7,813,166	4,820,767	14,970,000
Durham & Southern.....	1957	816,850	513,335	8,466	89,335	411,948	268,607	195,000
	1956	746,619	495,352	9,895	67,737	.....	.....	225,000
Elgin, Joliet & Eastern.....	1957	56,916,201	40,193,280	465,084	4,578,818	20,087,624	17,018,302	13,923,200
	1956	53,517,901	36,291,796	493,278	4,935,112	22,711,919	20,531,835	14,661,000
Erie.....	1957	173,160,296	141,081,738	5,125,369	3,600,600	36,110,705	26,207,941	215,758,188
	1956	175,899,859	137,693,502	4,917,366	8,170,509	46,887,707	31,444,582	217,560,832
Fonda, Johnstown & Gloversville.....	1957	328,512	246,319	22,698	1,501	207,657	129,330	504,400
	1956	334,713**	261,037**	.....	6,100	201,386	146,012	587,175
Illinois Central.....	1957	289,756,082	228,416,601	8,004,017	15,743,532	88,640,174	46,508,093	206,510,681
	1956	298,418,524	232,527,827	7,347,276	23,759,206	110,528,079	60,401,184	200,828,124
Indianapolis Union.....	1957	.....	.....	159,967	274,227	1,780,003	1,009,158	4,267,000
	1956	.....	.....	167,961	304,592	2,150,913	1,087,849	4,687,000
Jersey Central Lines.....	1957	60,193,040	48,442,785	4,250,562	42,695	16,132,141	3,695,211	58,089,715
	1956	62,876,614	49,673,404	4,306,575	1,131,710	17,677,201**	3,533,362	59,196,421
Lake Superior & Ishpeming.....	1957	5,885,090	3,953,486	35,909	1,155,273	3,199,397	1,702,136	1,928,050
	1956	5,437,596	3,578,319	25,333	1,216,320	4,036,140	1,414,763	750,600
Lehigh & Hudson River.....	1957	3,844,927	2,705,181	2,806	217,801	1,056,443	679,187	78,093
	1956	3,381,721	2,403,013	5,103	205,695	938,150	573,301	192,933
Lehigh Valley.....	1957	67,577,152	58,827,225	2,427,746	1,188,379d	16,500,439	8,438,897	75,706,764
	1956	71,580,668	58,206,300	2,490,394	4,213,439	19,455,364	8,689,287	79,813,098
Maine Central.....	1957	26,977,097	21,815,338	1,348,086	982,480	7,439,423	4,414,539	29,406,222
	1956	27,393,729	21,190,445	1,408,897	1,367,412	9,075,013	5,581,328	29,193,411
Minneapolis & St. Louis.....	1957	22,691,335	17,318,864	313,955	1,903,306	4,666,380	6,890,370	7,861,680
	1956	21,260,864	16,608,639	226,217	1,833,462	4,460,117	5,469,461	5,155,468
Missouri-Illinois.....	1957	5,962,689	3,400,568	.....	1,396,132	2,703,615	1,787,770	.....
	1956	5,844,531	3,421,558	.....	1,371,177	3,615,698	1,408,830	.....
Missouri Pacific.....	1957	299,506,956	229,729,509	14,375,868	18,446,538	94,414,995	59,685,300	586,694,368
	1956	304,506,950	232,157,957	14,854,541	19,593,284	93,870,117	60,482,350	587,605,152
Monon.....	1957	22,206,000	18,458,000	211,000	546,000	5,847,000	5,327,000	18,636,000
	1956	22,681,000	18,206,000	195,000	948,000	7,295,000	5,908,000	18,764,000
Texas & Pacific.....	1957	79,500,037	60,317,121	2,359,908	5,898,645	27,369,956	11,011,955	57,999,572
	1956	81,388,881	61,523,517	2,560,404	8,474,004	29,488,729	10,996,543	60,746,341

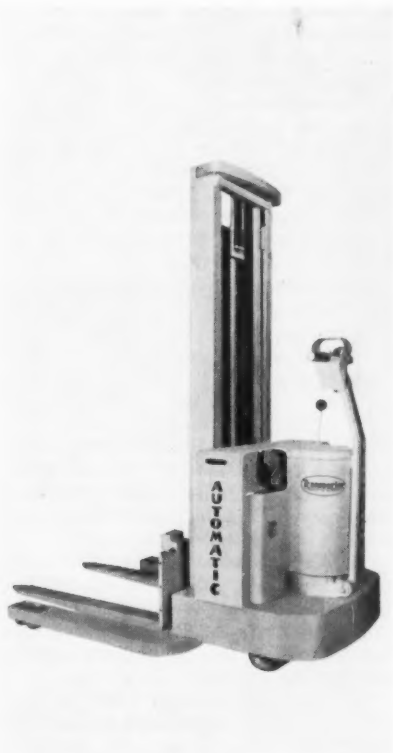
(1) To be supplemented as reports from other roads are received.

d Deficit.

\* On December 31.

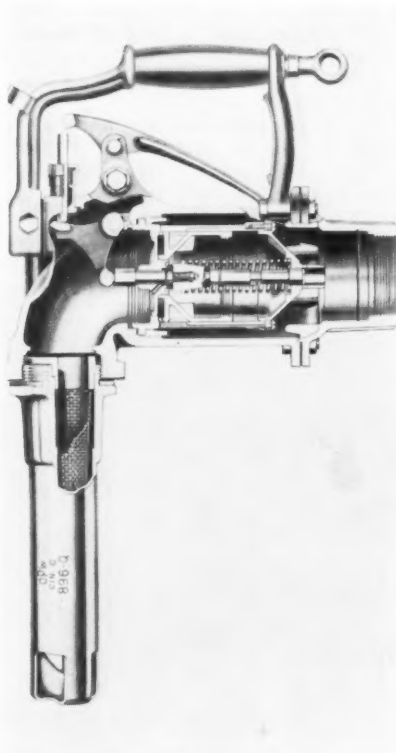
\*\* Restated.

# New Products Report



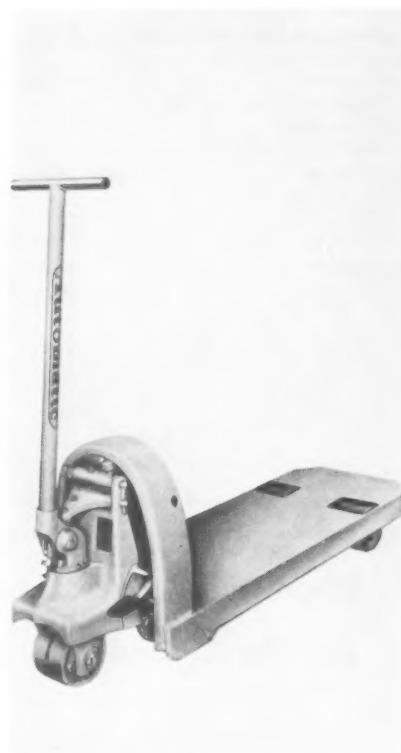
## New Pallet Stacker

Latest addition to the Atco Transporter line is Model WAT electric-powered straddle stacker. Models are available in 4,000-pound capacity with telescopic uprights and in 6,000-pound capacity without uprights. The stacker's lift reaches up to 130 inches with 83-inch standard uprights. The truck has a welded unit frame and nested uprights instead of the tandem type. According to the manufacturer, use of a newly designed powerhead facilitates narrow-aisle work. *Automatic Transportation Co., Dept. RA, 149 W. 87 st., Chicago.*



## Fueling Nozzle

The OPW-Jordan No. 620 filling nozzle of high tensile aluminum metal alloy delivers 220 gpm at 50 psi. Trimmed in bronze, it is equipped with shockless closure and valve with oversize flow areas. Adjustable, slow-closing mechanism prevents line shock, even on liquid pressures up to 100 psi. Inside there are composition seats for tight shut off of the liquids carried. It is available in 2-inch, 2½-inch, and 3-inch sizes. *Jordan Industrial Sales Division of OPW Corporation, Dept. RA, 6013 Wiehe road, Cincinnati 13.*



## Varied Hand Truck Line

A new series of industrial low lift hand trucks, both mechanical and hydraulic, has been developed by Automatic Transportation Company. Truck capacities range from 1,000 pounds in the mechanical-lift Model AZ, to 10,000 pounds in heavy duty, multiple-stroke hydraulic lifts. Platform models are available in a number of sizes and types; pallet models have forks 36, 42, and 48 inches long. Most popular pallet trucks have a 27-inch wide carrying frame. Others are available. *Automatic Transportation Co., Dept. RA, Chicago.*

## Dry-Chemical Fire Extinguisher

Protexall, a dry-chemical fire extinguisher, is reported to be highly effective on the three classes of fires. It is compact; weighs only four pounds. In upright position, a pull up on carrying handle breaks pressure seal, depresses operating lever and expels a cloud of harmless, non-toxic dry chemical. It will not freeze; does not require periodic refilling. Model PDC-2A Protexall extinguisher with clamp-type bracket is recommended for vehicle use. *American La-France Corporation, Dept. RA, Elmira, N.Y.*

## Fir Plywood Catalog

Latest developments in the fir plywood field are fully described in the Douglas Fir Plywood Association's catalog for 1958, of which sample copies are now available. The catalog includes a main section with basic information on plywood properties and recommended application procedures. There is also a section on product design, and one on fir plywood special products. Detailed illustrations accompany the written matter in the catalog. *Douglas Fir Plywood Association, Dept. RA, Tacoma 2, Wash.*

## Plastic Carbon Paper

Research on plastics and inks has produced a new type paper using no waxy carbon. Nu-Kote, a plastic coating containing wet ink is applied to paper instead of the carbon coating on conventional carbon paper. Ink is trapped in the plastic coating and released a little at a time when struck by typewriter keys. Copy dries immediately without smudging, the manufacturer says. The plastic coating permits ink to flow freely from one area to another, increasing paper life. *Burroughs Corp., Dept. RA, Detroit 32, Mich.*



# How the BAR Licked the Truckers

About a year ago the Bangor & Aroostook Railroad came face to face with a disquieting piece of news: truckers were beginning to run away with the BAR's lucrative potato traffic.

In a period of three years the percentage of Maine potatoes moving by truck had doubled—from around 10% of the total to over 20%. For the BAR, which gets 35% of its total revenues from potato traffic, the problem was serious.

And with truckers enjoying a profit on backhauling fertilizer from Boston, the situation promised to become more serious.

The BAR decided to do something about it. Recently, T. J. Clark, the railroad's vice-president—sales, was able to report: "We have taken the cream off the potato trucker's dish."

Here, in Mr. Clark's own words, is how the BAR did it:

"One of the most disturbing features of the picture was the huge growth in truck transshipping of potatoes from Boston to New York. Under this set-up, potatoes would be railed from Aroostook County [Maine] to Boston or New York and then trucked from there to such points as Pitts-

burgh, Washington, Philadelphia and Cleveland at an overall charge less than the through rail route from Aroostook County.

"Through the years the railroads had unwittingly contributed to the growth of such transshipping by holding down rates on potatoes to New England destinations and allowing rates to trunk line destinations to take the full increases that came along. The result was that a big enough spread was created to make it profitable to truck from Boston to New York to these trunk line destinations.

"We got together with our neighboring New England lines and our friends on the Canadian Pacific to see what had to be done. It was obvious to all of us that a reduction in rates to trunk line territory was necessary, and we immediately set out to convince the trunk line carriers that this was the case. . . Effective last December 18, a revised level of rates on potatoes to trunk line territory went into effect and is seemingly doing exactly the job for which it was intended.

"The new rates have largely eliminated the truck transshipping at Boston, and because of an increase in the minimum rate from 36,000 lb to 50,000 lb, the rail carriers have been able to improve slightly their per car earnings.

"The [rate] reduction to trunk line territory represents elimination of the last three freight-rate increases. On March 1 a reduction in New England destinations also became effective. However, to correct some of the disparity with trunk line rates, only the last two freight-rate increases were eliminated in the New England rate schedule.

"Here I should also mention one other step the New England lines took to combat truck competition. As I pointed out previously, trucks have been enjoying a two-way haul by bringing back a load of fertilizer from Boston after hauling up a load of potatoes.

"Technically, this is illegal. However, the truckers supposedly buy the fertilizer, and therefore it is their property. Rail handlings of fertilizer from the Boston area to Aroostook County had shrunk from 5,000 cars per year to around 500 cars. So, no matter what we did rate-wise, we were not going to hurt ourselves too much financially.

"We did the bold thing and cut the rates in half. Now that sounds drastic. But remember that a 50% cut in rates on 500 carloads costs only a fraction of what a cut on 35,000 to 40,000 carloads of potatoes would cost and hurts the trucks just about as much.

"We know we have definitely taken the cream off the potato trucker's dish. We have plenty of evidence to substantiate this. We are confident the trucker will be handling less and less of this traffic as time goes on."

## built by **THRALL** Where the "Special" is Standard and the "Standard" is Special

Thrall Car specializes in runs up to 200 cars—either standard cars or your own special design. Each unit is a custom quality job delivered at mass production prices. Thrall Car is experienced in building all types of railroad cars whether for interchange or industrial service. May we call on you to demonstrate how we can serve you?

Write for our booklet "Cost-cutting Customs on 'Customs'." It shows examples of Special and Standard cars of all types.

**THRALL**  
CAR MANUFACTURING COMPANY

2602 Wallace Street,  
Chicago Heights, Illinois

No dome, no center sill, and . . .

## Now No Running Board

Continuing efforts of railroad car manufacturers to produce equipment suited to the demands of modern transportation is pointed up by the fast-pace transitions in tank car design.

Last September, Union Tank Car Company introduced its "Hot Dog" tanker which marked the end of the conventional dome and center sill.

Now, UTC has produced a prototype car without running boards. It's at the UTL shop in Whiting, Ind., awaiting approval of the fundamental construction change.

Union Tank has petitioned the Interstate Commerce Commission for the authority to eliminate side running boards of this type car.

The builder reported it has made an extensive study of the original purpose of tank car running boards. They were, it says, developed and prescribed on the basis of operating practices and designs prevailing 45 years ago.

UTC's study revealed that trainmen now are generally prohibited from walking over cars while trains are moving between terminals. When running boards were made standard equipment, there was no such prohibition, the builder says.

Besides, UTC maintains that the end platforms and hand rails on the new car exceed present ICC requirements. Further, the location and design of sill steps and of the center ladder are considered by UTC to be safer and more convenient for

boarding the car than are the customary appliances.

Multi-purpose service is contemplated for the cars. They can be adapted with minor changes for general service, for carrying acid, as insulated cars, and as low pressure cars.



UNION TANK'S new-design car has gone through streamlining evolution.

### Railroading



### After Hours with *Jim Lyne*

**UNION GOOD-WILL**—I saw a small poster in a station the other day—enjoining courtesy on the part of employees. It was somewhat faded, and has probably hung there several years. It carried the imprint of the Brotherhood of Railway Clerks. I have long suspected that there's far more latent good-will, and zeal for improved performance, among many unionists than has ever been brought to fruition.

One of my friends among the leaders of railway labor got his start as a union official, not as a local griever, but as an organizer of instruction for members of his craft who wanted to learn how to do their jobs better. There was no management initiative in this activity—it came entirely from the employees. Management didn't discourage the effort. It was cooperative, to the extent of providing room for the classes.

**THE CRAFT TRADITION**—Some of the older unions on the railroads started out as genuine craft associations, where the emphasis was (at least in part) on giving members pride in their work. Attention didn't go entirely to what the union could get for its members in the way of money—but also to building deserved prestige for the craft itself.

I feel certain that there's a big potential here for mutual benefit, both to employers and employees, which has never been fully probed. Conferees on union-management matters are usually not authorized to discuss anything but wages and working conditions.

**COLLECTS STEAMERS**—I was talking to Paulsen Spence of Baton Rouge the other day, and he told me he now owns 24 steam locomotives—all of them in working order and good repair, and most of them comparatively

new (one built in 1953). To go with his locomotives Mr. Spence—who is in the sand and gravel business—has a 3½-mile railroad. He doesn't believe the diesel is the last word in motive power, and is doing his part to preserve all the steamers he can—against the day when, as he deeply believes, they will be sorely needed.

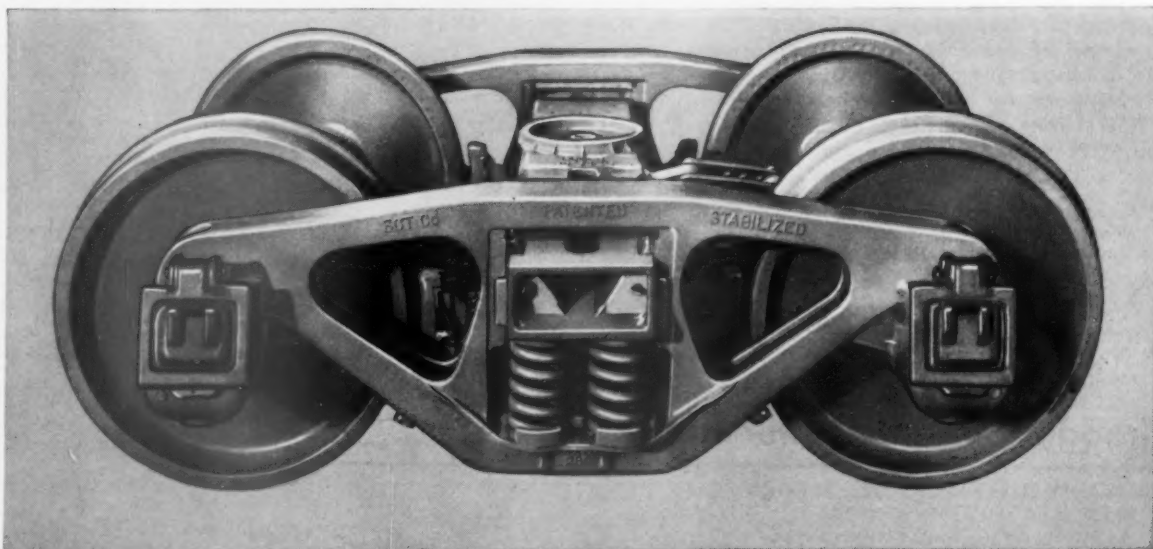
**PASSENGER RATIOS**—I note that the daily papers made quite a display of the abandonment by the B & O of its Washington-New York passenger service—and of the simultaneous conversion of the Twentieth Century Limited (temporarily) into a 2-class train.

One paper pictured the first "Century"—a 5-car train—and pointed out that the whole train represented an investment of \$115,000, compared to \$2,000,000 for its present-day counterpart. But that is only half the story, and not the more important half, which is the change in the wage structure.

The current passenger troubles could be simply explained by two ratios, if they were compiled—passenger-miles per \$1 of equipment cost (capital charges and maintenance); and passenger-miles per \$1 of wages. And of the two the latter is probably the more important.

**RAILROAD PAINTINGS**—The late A. Sheldon Pennoyer was an artist who loved railroads—and who published an illustrated book entitled "Locomotives in Our Lives." There is going to be a memorial exhibition of his paintings on May 13-23—to be held, appropriately enough, at the Grand Central Art Galleries in New York's Grand Central Terminal. One of the locomotive paintings at the exhibition (a large oil) is being loaned by the UP—it's the famous "Big Boy," one of the last proud steamers.

# Experienced Car Builders BEGIN WITH



# BARBER

## STABILIZED TRUCKS

Today's heavier, high speed railroading demands years ahead freight car performance. Better design, better quality from rail to roof can achieve it. So, "Begin with Barber Stabilized Trucks." You provide a smoother ride, with variable friction for variable loads...protect other equipment and save on lading damage claims. Proof—more than 475,000 Barber car sets sold...none has ever worn out!

Standard Car Truck Company,  
332 South Michigan Avenue,  
Chicago 4, Illinois. In Canada:  
Consolidated Equipment Com-  
pany, Ltd., Montreal 2, Quebec.



# MARKET OUTLOOK *at a glance*

## Carloadings Slip .1% Below Previous Week's

Loadings of revenue freight in the week ended April 26 totaled 533,724 cars, the Association of American Railroads announced on May 1. This was a decrease of 751 cars, or .1%, compared with the previous week; a decrease of 157,065 cars, or 22.7%, compared with the corresponding week last year; and a decrease of 246,253 cars, or 31.6%, compared with the equivalent 1956 week.

Loadings of revenue freight for the week ended April 19 totaled 534,475 cars; the summary, compiled by the Car Service Division, AAR, follows:

REVENUE FREIGHT CAR LOADINGS For the week ended Saturday, April 19			
District	1958	1957	1956
Eastern .....	82,642	110,402	126,903
Allegheny .....	91,980	134,787	153,577
Poconos .....	42,754	64,446	61,104
Southern .....	105,975	124,714	134,124
Northwestern .....	59,174	91,454	108,824
Central Western .....	104,901	110,908	119,815
Southwestern .....	47,049	50,239	59,090
Total Western Districts .....	211,124	252,601	287,729
Total All Roads .....	534,475	686,950	763,437
Commodities:			
Grain and grain products .....	52,599	48,379	50,336
Livestock .....	5,092	5,839	7,437
Coal .....	95,491	139,960	137,267
Coke .....	5,250	11,691	12,868
Forest Products .....	30,786	39,632	46,085
Ore .....	13,162	41,498	59,685
Merchandise i.c.l. .....	45,892	55,737	61,031
Miscellaneous .....	286,203	344,214	388,728
April 19 .....	534,475	686,950	763,437
April 12 .....	521,035	673,944	742,053
April 5 .....	516,225	644,092	685,378
March 29 .....	532,172	694,922	724,968
March 22 .....	533,019	685,836	697,248
Cumulative total, 16 weeks .....	8,546,355	10,632,116	11,171,071

**IN CANADA.**—Carloadings for the seven-day period ended April 14 totaled 66,367 cars, compared with 56,930 cars for the previous seven-day period, according to the Dominion Bureau of Statistics.

	Revenue Cars Loaded	Total Cars Rec'd from Connections
Totals for Canada:		
April 14, 1958 .....	66,367	26,947
April 14, 1957 .....	68,838	33,971
Cumulative Totals:		
April 14, 1958 .....	952,351	430,699
April 14, 1957 .....	1,053,160	493,766

## New Equipment

### FREIGHT-TRAIN CARS

► **Rock Island.**—Will convert 10 70-ton gondola cars to covered coil cars in its Blue Island shops this year. Road already has 20 similar cars in service.

► **Repair Ratio Rises 1.6%.**—Class I roads on March 1 owned 34,323 more freight cars than on the same date last year, AAR report summarized below shows. Repair ratio was 1.6% higher than a year ago.

	Mar. 1, '58	Mar. 1, '57	Change
Car ownership .....	1,750,187	1,715,874	+34,323
Waiting repairs .....	101,282	71,741	+29,541
Repair ratio .....	5.8%	4.2%	+1.6%

### LOCOMOTIVES

► **Locomotive Ownership.**—Class I roads owned or leased 27,507 diesel-electric units on March 1, the AAR reports. That was an increase of 1,054 over March 1, 1957. Steam locomotive ownership was reduced by 191 since January 1.

	Owned or leased March 1		Stored Serviceable March 1		Waiting Shops March 1	
	1958	1957	1958	1957	1958	1957
Diesel (Units) .....	27,507	26,453	991	67	1,172	984
Steam (Locomotives) .....	2,153	3,437	1,030	865	545	595
Electric (Units) .....	586	607	31	16	110	74

► **237 New Units Installed in First Three Months.**—Class I railroads installed 237 new locomotive units (all diesel-electrics) in the first three months of 1958, the AAR reports. In the corresponding period in 1957, they installed 377 units (373 diesel-electrics, four electrics). New locomotive units on order April 1 for Class I railroads totaled 206 (176 diesel-electrics, 30 gas-turbine-electrics), compared with 747 units (717 diesel-electrics and 30 gas-turbine-electrics) on order April 1, 1957.

## Maintenance Expenditures

► **Down 9.2% in February.**—Expenditures by Class I roads for maintenance of equipment, way and structures in February 1958 were down about \$23.7 million compared to the same month in 1957, according to report of ICC Bureau of Transport Economics and Statistics summarized below:

	February 1958	February 1957	% Change
Maintenance of Way & Structures .....	\$ 95,904,980	\$104,266,376	— 8.0
Maintenance of Equipment .....	138,311,742	153,699,623	—10.0
Totals .....	234,216,722	257,965,999	— 9.2

## New Facilities

► **Fernwood, Columbia & Gulf.**—New depot at Columbia, Miss., is under construction. The building will be of steel and concrete construction, with wood siding, and will include air conditioning. Total cost of the project is estimated at \$13,000. Completion is scheduled for about June 1.

► **Pacific Fruit Express.**—Placed in service April 15 at Eugene, Ore., a mobile icing unit which eliminates the need for an icing dock. If this installation is successful, others may follow at additional PFE servicing points.

# Marketing: It Could Turn the Tide

Railroads advised to find out first what the shippers want, then tailor the service to their needs. It isn't enough, warn RSPA speakers, to sell "efficient technology."

Are the railroads too busy selling "efficient technology" to find out what their customers really want?

A growing group of railroaders think the answer is "Yes." And they're prepared to give management a tool which might help turn the tide of freight traffic back to the rails.

The group, which met in Chicago recently, is the Railway Systems and Procedures Association. The management tool is marketing—the science of finding out what the customer really wants, and then providing it.

For 2½ days, RSPA members and guests listened to descriptions of this complex science and to how railroads could be—or are—applying it to the problem of declining traffic. They got their knuckles rapped by shippers.

And they heard a panel of experts tell how the typical industrial city of Erie, Pa., has been used in a market research study which might well open new channels of traffic and revenue to railroads' emptying coffers.

Significance of the marketing approach (and theme of RSPA's meeting) was voiced by Robert L. Banks, partner in Saunders, Banks & Company of Washington: "If railroads are to survive, prosper and yes,

even expand, they must recognize, acquiesce in, and act in accordance with the dominant position of the shipping public."

Keynoter James G. Lyne, editor of *Railway Age* and director of the eastern railroads' commercial traffic research group, put it this way:

"To survive as private enterprise, railroads must get out of—or price themselves out of—all transportation jobs that do not pay. They must concentrate on the jobs that do or can be made to pay. And they cannot go out after the potentially profitable business, and shake loose from the unprofitable traffic, unless they know what their costs are."

Which, in a word, means research—research into economic as well as scientific and technological fields.

"Selling as traditionally done in the railroad industry has required that the traffic department develop business on the basis of decisions made in the operating department," Mr. Banks told the group.

"These decisions generally have been determined by technical and engineering characteristics of railroad transportation. They have been motivated by a desire to increase operating efficiency, cut costs and utilize existing investment to capacity. For

the most part, these decisions have not consciously considered the needs of the customer."

It doesn't work that way in other industries, Mr. Banks pointed out. Production forces don't produce something until the marketing department has found out what the customer wants—and whether he's willing to buy it.

**"But in railroading, traffic solicitors were and are selling efficient technology." The trouble is, the buyer of transportation may not necessarily want efficient technology.**

"If he is willing in ever greater numbers to pay five or six times as much per ton-mile for inefficient transportation, why should railroad men persist in trying to sell him efficiency?"

One of the meeting's highlights was a panel discussion by Mr. Banks; Sergei G. Guins, assistant to Chesapeake & Ohio's director of research; Glenn A. Squibb, staff transportation engineer for the Bessemer & Lake Erie, and Leonard R. Hones, partner in Associated Management Consultants.

They described how the C&O and Bessemer jointly applied the tools of market research to traffic moving out of Erie, Pa. The object was not so much to determine how freight actually was moving as to develop a method of market study. But the test clearly showed that as freight-handlers for an industrial community picked because it was "typical," railroads in many respects came out second best.

By pledging extreme secrecy and offering to participants such data as might be helpful, the researchers received traffic data for a typical month from 26 representative Erie industries. These 26 accounted for 47 per cent of the total manufacturing employment in Erie County. The information was coded and punched into IBM cards, using elements of a system developed by the Census Bureau.

The Erie traffic study turned up these interesting facts:

- Only 17 per cent of the total shipments in the sample month moved out by rail.

- Only two out of every 10 shipments weighed more than 2,000 pounds. The total tonnage of these light shipments exceeded that in every weight category except that of over 20,000 pounds.

**What does this mean? "Conventional carload service and minimum weight requirements are likely to be unsuitable for winning back large amounts of traffic now**

## What the Railroads Can Do

General Electric applies the "marketing concept" to its business full scale. James E. Weldy, marketing consultant for GE, gave the RSPA meeting this rundown on how his company divides marketing into seven functions—which might point the way to the real future for the railroads:

- Market research—finding out what the customer would buy if he could get it;

- Product planning—harmonizing the forces of engineering and marketing within the company structure;

- Sales—selling the product, drawing the sales force into the whole marketing scheme;

- Advertising and sales promotion—a vital step in the plan to get the product sold;

- Product service—staying with the product once it's sold, because the customer must remain satisfied;

- Marketing administration—sales forecasting, data processing, budgeting, the "business end" of marketing;

- Manpower development—any marketing enterprise is only as good as the men who staff it.

moving by motor carrier," Mr. Hones explained.

Even in that group of heavy items which are usually considered "railbound" by their weight, truckers got more shipments by number. Length of haul made no difference.

From Erie to Chicago, railroads carried three-fifths of the traffic by weight. But their business consisted almost entirely of paper and allied products, machinery and parts. The commodities moving entirely by truck were found to be myriad—and lucrative: non-ferrous metals; plastics; manufactured iron and steel; vehicle parts; furnaces; radiators and refrigeration equipment; tools and parts.

The panel considers its Erie study merely a scratch on the surface of market analysis. But it does tend to show, that railroads may be providing services ill fitted to shippers' needs.

Another speaker took the RSPA members to task for something he declared shippers neither need nor want—"scandalous, wasteful, extravagant, expensive, useless and, if I may be blunt, stupid paperwork which you frequently seek to impose on us and which you do impose on yourself."

John R. Staley, vice-president of Quaker Oats, presented examples—loss and damage claim forms, duplicated effort in recording carloads reshipped after milling in transit, much to do over undercharges on refunds, etc. In all instances, he pointed out, Quaker Oats had been able to get the procedures simplified.

And if railroad accounting practices have remained unchanged through history, the industry's history itself was put in its place by keynoter Lyne:

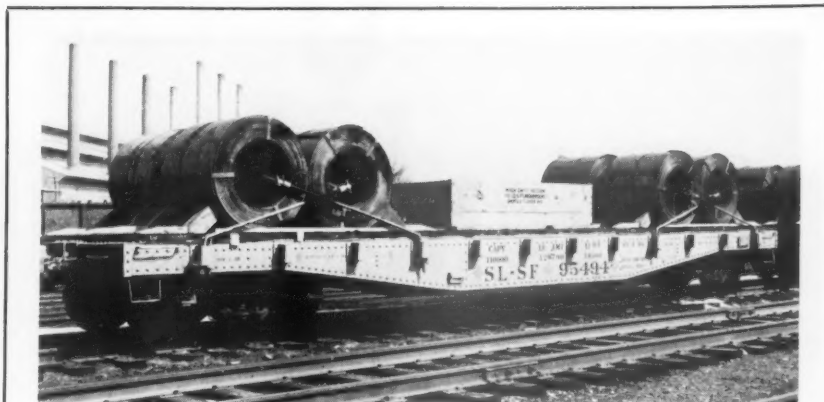
"The railroad industry has a highly interesting, romantic and productive past. It is a constant temptation for us to talk

## NEXT WEEK:

**A detailed report on the results of the Chesapeake & Ohio-Bessemer & Lake Erie market study in Erie, Pa.**

and even boast about it. We have trotted out the old locomotive and our historic role so often that, I'm afraid some people have begun to look on us as quaint—a sort of museum, rather than a vigorous industry with our eye on the present and future.

"History has its place, and a very important place it is. But I doubt its efficacy as an instrument for increasing sales. The industries that are most successful in capturing the public's imagination and winning its patronage are those which identify themselves with progress and growth."



## \$200 Outfits a Flat Car for Coil Steel

The Frisco's mechanical department has developed a simple, relatively inexpensive tie-down rig to convert standard flat cars for coil steel shipments. Coils are fastened to tie beams fitted into regular stake pockets and positioned roughly in an "X" shape. The arrangement permits loading of eight

coils per car. Frisco says loading can be done in 28 minutes with an overhead crane. A crane or fork lift may be used for unloading. For the return move, the tie beam gear is stored in a compartment built in the center of the car. Cost of equipping the flats: \$200 per car.

## End of FRP is Contemplated

The Executive Council of the Federation for Railway Progress has voted to ask its members to authorize cessation of further activities by the Federation, involving the merger of its magazine "Railway Progress" into "Trains" magazine.

"The decision to terminate independent publication of 'Railway Progress,'" said the Executive Council, "was a painful one to take—and was necessitated by rising costs and the decline in revenues of the Federation incident to the current financial situation.

"The cessation of activity by the Federation is occasioned, not only as a matter of financial prudence and necessity—but also by the fact that some of the circumstances giving rise to a need for such an organization as the Federation have altered. One of these is the organization by the railway supply industry of a strong trade association—which it did not have when the Federation was organized.

"The Federation was founded by Robert R. Young in 1947—at which time the Chesapeake & Ohio Railway of which he was chairman, withdrew from full-fledged membership in the Association of Amer-

ican Railroads. In 1954, when Mr. Young became chairman of the New York Central, he decided in the interest of unity in the railroad industry to retain full New York Central affiliation with the Association of American Railroads. At that time, the Chesapeake & Ohio rejoined the Association of American Railroads as a full-fledged member—and the Chesapeake & Ohio and the Alleghany Corporation withdrew as members and principal supporters of the Federation for Railway Progress.

"Since that time the Federation has continued as an independent organization in the interest of railroad progress, with widespread membership but with no one single source of large financial support. In view of the present praiseworthy unity of the railroad industry and the strong organization of the railroad suppliers, our executive council believes that some of the purposes for which the Federation has worked have been achieved. We regret our inability to continue this effort as a Federation—but will carry on the program to the best of our ability through our other affiliations with associations friendly to the railroad industry."

## M&StL Briefs On-Line Newsmen

What Washington reporters know as the "background dinner" has been put to work for the railroad industry in Minnesota. Result: publishers and editors of newspapers along the route of the Minneapolis and St. Louis now understand better the problems under which the M&StL does business.

Last month, the railroad invited some

25 on-line papers to a seminar at Minneapolis. And recently M&StL officers brought into Minneapolis representatives of 15 papers for a series of talks on railroad finances, labor, subsidies and regulation, and rates.

Nothing was asked of the newspapermen in the way of immediate publicity.

(Continued on page 40)



# *"Linking 13 great states* **...and now the link**

The B & O in its long-term rebuilding program offers a good example of how to get the *most* out of existing rolling stock. Cars suitable for rebuilding get a complete going over. Back on line, they're ready for many years of *more efficient* service.

More efficient, in large part, because ASF Ride-Control Packages are installed on many cars. The



*with the nation"*

# is stronger than ever

B & O recognized that the Package was the next best thing to a Ride-Control Truck . . . that Packages offered the most economical way of accomplishing the objectives of the B & O repair program. As a result, these cars are ready for unrestricted use. And with the required 2½" spring travel, controlled *laterally* as well as vertically, they are easier on lading, easier on

the roadbed . . . easier on *themselves*.

This is more than a program of bringing older cars up to modern riding standards. It leads to modern service . . . modern *competitive* strength. See your nearest ASF Representative and find out how Ride-Control Packages can make an important contribution to your repairs program!

Bring your older cars up to modern riding standards . . . with



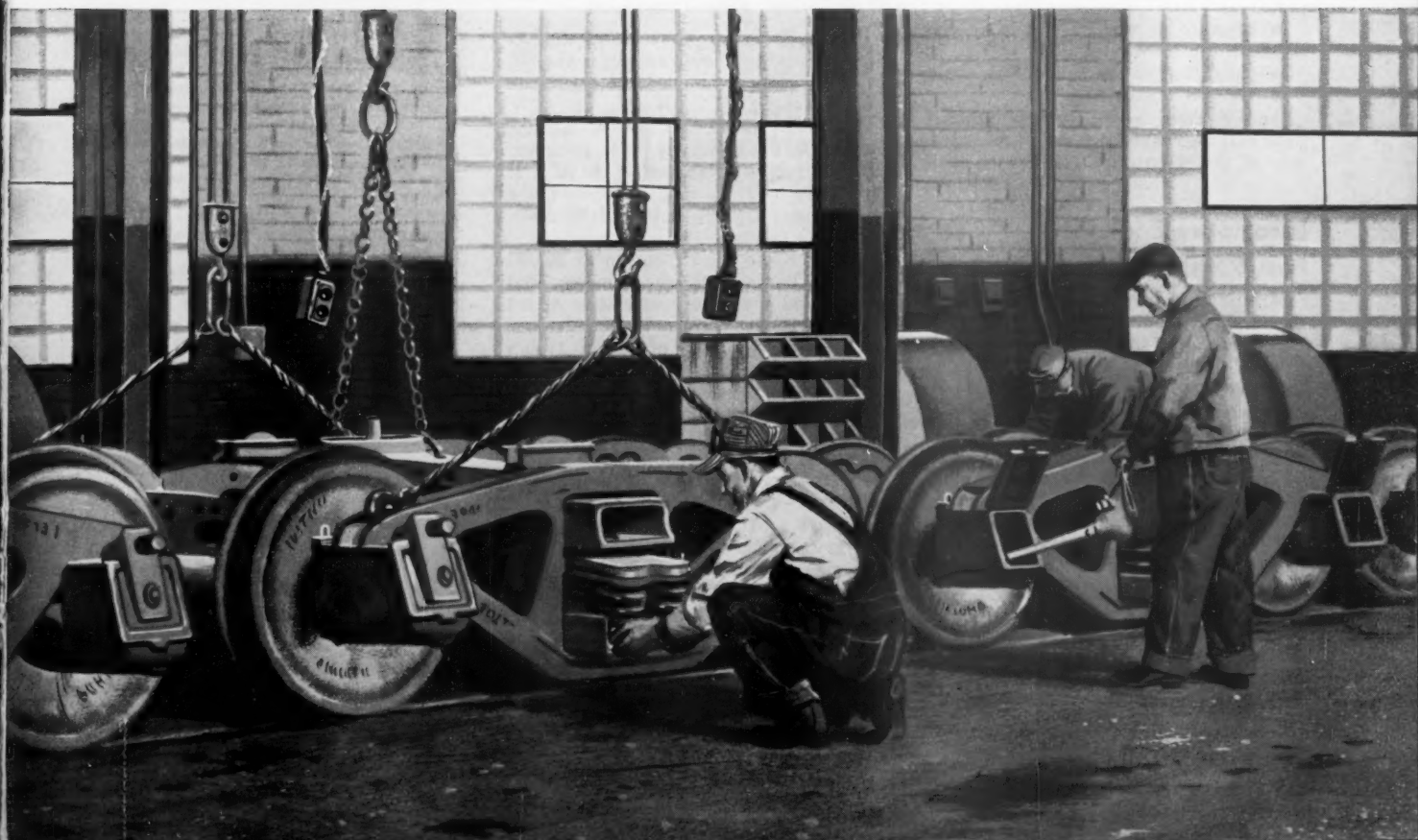
## Ride-Control® Packages

### AMERICAN STEEL FOUNDRIES

Prudential Plaza, Chicago 1, Illinois

Canadian Sales: International Equipment Co., Ltd., Montreal 1, Quebec

Other Foreign Sales: American Steel Foundries, International, S.A., Chicago



(Continued from page 37)

M&StL's approach was that this was a way a small railroad could handle a public relations chore a larger property would undertake with a field staff.

M&StL's officers got down to hard facts in discussing the railroad's problems. Example: publishers were told that the road will remove one of its last remaining passenger trains June 1 simply because labor unions wouldn't agree to operational changes.

The train, a daily round-tripper between Albert Lea, Minn., and Albia, Ia., requires seven hours to make the run in one direction—a good day's work for one crew, the road feels. But working agreements require a change of crews en route. Consequently, the train is losing about \$29,000 annually and will be discontinued because of the loss.

"Calculations clearly indicate that if a day's work were rendered for a day's pay by the two crews necessary to handle these trains, the present operating loss would be almost exactly offset and the train would be breaking even," commented Vice-President-Personnel J. R. Sullivan. "This has been pointed out to the labor organizations to no avail, and the carrier's only alternative is therefore to discontinue the train."

Moreover, Mr. Sullivan told the newspapermen, "If we could operate our passenger trains with one-man engine crews (M&StL uses RDC's and other self-propelled cars) we'd have passenger service on every line of our railroad."

Summing up, B. T. Rodgers, vice-president and comptroller, outlined the four most pressing needs of the railroad industry as M&StL sees them:

- Discontinuance of wasteful labor practices.
- Changes in the way railroads are required to set rates.
- User charges on rail competitors.
- Modern regulation.

And if these problems aren't licked? "The only alternative is government ownership of the railroads," Mr. Rodgers said.

## Locomotive Engineers Pass 95th Milestone

America's oldest railroad labor union—the Brotherhood of Locomotive Engineers—celebrates its 95th birthday this week.

The 70,000-member BLE was founded in Detroit on May 5, 1863, by a dozen engineers. It formed an organizational pattern for many other rail unions that came later.

In an anniversary statement, Grand Chief Engineer Guy L. Brown commented that "unions in general are under fire from certain quarters, and the railroad industry is deep in a recession." But, he added:

"Our organization and other responsible labor unions have survived similar attacks before and will do so again. Similarly, the railroad industry will recover from its present plight. The railways are the backbone of transportation."



## Railway Age Publisher Off on Russian Tour

Robert G. Lewis boards airline at Idlewild airport, New York, for three weeks' tour of USSR. While strictly a tourist, Mr. Lewis plans to ride Russian railroads, including a 3,000-mile trip on the Trans-Siberian line.

## Trailer Train Co.: A Healthy Two-Year-Old

Trailer Train Company claims that its 916 flatcars are now carrying some 40 per cent of the nation's total piggyback freight package.

The independent car leasing agency, founded two years ago, is the largest owner of piggyback equipment in the U.S. It owns 830 75-ft flatcars, accommodating two highway trailers each, and 86 50-ft, one-trailer flatcars.

Trailer Train is carrying up to 20,000 truck trailers a week, the company said in a second anniversary statement. Added Trailer Train President J. P. Newell:

"The first two years of Trailer Train's operation have clearly demonstrated the advantages of a pool of flatcars for piggyback service. Car requirements of member railroads have been met promptly and effectively from the pool, and standardization of cars and tie-down devices has made possible large scale interchange of piggyback equipment between railroads for the first time."

Trailer Train is owned jointly by the Pennsylvania, Burlington, Northwestern, Missouri Pacific, Wabash, Frisco, Missouri-Kansas-Texas, Norfolk and Western, and Boston and Maine railroads, and the Rail-Trailer Co. Its operations extend over 32 states.

## People in the News

**BRITISH COLUMBIA ELECTRIC.**—Ernest W. Arnott, vice-president in charge of Vancouver Island operations, with headquarters at Victoria, B. C., retired recently after 48 years' service.

**BURLINGTON.**—Walter McFarland, assistant general counsel, Chicago, retired March 31.

Raymond E. Skov, contract attorney, appointed general attorney; James I. Shields, attorney promoted to tax attorney, and Theodore G. Schuster, attorney, named assistant general solicitor, all with headquarters at Chicago.

**CHICAGO & EASTERN ILLINOIS.**—M. F. Whelan appointed freight sales manager, Toronto, Ont., Canada, succeeding Leo I. Pietz, promoted.

Chester A. Inman and Gerald J. O'Rourke named general attorneys, Chicago. Mr. O'Rourke was formerly a trial attorney, office, General Counsel, U.S. Department of Agriculture, Washington, D.C.

**CHICAGO SOUTH SHORE & SOUTH BEND.**—E. H. Bross elected vice-president and comptroller; L. E. Bantz, secretary and auditor; J. A. Sack, auditor of passenger revenue.

**DENVER & RIO GRANDE WESTERN.**—Oliver J. Grimes, general traffic manager, Denver, and Q. A. Kellogg, assistant freight traffic manager, retired April 1. H. F. Burnough appointed assistant to vice-president—traffic; C. R. Lennig, general freight agent, Denver; J. B. Hunter, general agent, Sacramento; H. H. Hill, general agent, Reno; A. F. Holman, district freight and passenger agent, Sacramento; R. M. Wendelin, district freight agent, San Francisco.

**FRISCO.**—Howell M. McAfee, traffic representative, Greenville, S.C., promoted to district manager-sales there, succeeding James M. Crites, transferred to Cincinnati, to replace Charles Berry, deceased.

**MINNEAPOLIS & ST. LOUIS.**—J. R. Sullivan, assistant to the president and chief personnel officer, Minneapolis, elected vice-president—personnel and assistant to the president. L. I. Gelfand, director of public relations, Minneapolis, promoted to executive assistant-public relations and advertising there.

J. A. Swanson, freight traffic manager-rates and divisions, appointed general freight traffic manager-rates and divisions. J. A. Connelly, general freight agent-rates, appointed freight traffic manager-rates. Sam Rubenstein, assistant general freight agent-rates, advanced to general freight agent-rates. D. E. Dahlgren, assistant freight traffic manager, San Francisco, promoted to assistant director of industrial development, Minneapolis. The following named general agents: E. H. Hanschen, Des Moines; H. R. Riley, Vancouver, B.C.; William Wyllie, Eugene, Ore.; Jim Helliker, Tulsa, Okla. C. W. Newland, general freight agent, Des Moines, has exchanged positions with R. J. Blunck, general freight agent, Detroit.

The road has announced opening of new sales offices at Grand Forks, N. D., Tulsa, Okla., Eugene, Ore., and Vancouver, B. C.



J. R. Sullivan  
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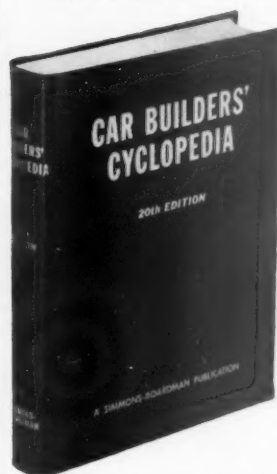
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# Don't Ask for Too Little!

President Eisenhower has asked Congress to authorize some \$1.5 billion for inland waterway improvements. Before that, he vetoed a bill for a \$1.7 billion authorization, but only because it included a few projects he didn't favor.

This comes on top of his approval of an increased authorization of \$1.7 billion for additional highway construction, already running into multiple billions. The air transportation interests will doubtless soon get theirs, too.

In the light of such liberality with public funds to provide improved plant for the railroads' competitors, the railroads' request—e.g., some provident loans, equalization of regulation and taxes, and elimination of discriminatory excises—seems pretty modest.

Quite apart from discriminatory regulation and taxation, the railroads are being discriminated against even more seriously by being, in effect, very largely denied access to new capital for fixed plant improvements.

What prudent investor can work up enthusiasm for a big outlay for improved fixed plant for a railroad—when a parallel and competing facility is being built at taxpayers' expense for the railroads' rivals? And how can the railroads keep their plant up-to-date and competitively attractive, when investment funds come so hard for them and so easy for fixed plant to be used by their competitors?

This critical situation in capital supply crept up on the railroads, almost unnoticed. They got accustomed to the provision by government of funds for highways and waterways by having lived with this practice for almost 40 years. But in the earlier part of the period the amounts involved were small.

A tree can keep alive with a poison ivy vine on it, as long as the poison ivy vine is comparatively small. But it's something else when the ivy gets to be a bigger plant than the tree itself.

Prior to World War II, annual federal allotments for waterways and highways were seldom higher than \$250 million. In those days, for the railroads, such donations for the benefit of their rivals were more of an affront than a lethal threat.

But now that these federal expenditures have been stepped up until they are running over a billion in a year, their cumulative effect has brought on a crisis.

America is the only large country where the railways are wholly in private ownership. It is also the only major country where there is flagrant governmental discrimination in regulation, in taxation and in the requirement of self-support—against the railroads and in favor of other forms of transportation.

In Britain and France, for example, the railways may make any kind of rates they please—in competition with their rivals. And the complaint over there is not (as with us) that users do not defray all the costs of highways, but that charges for highway use are far higher than merely compensatory.

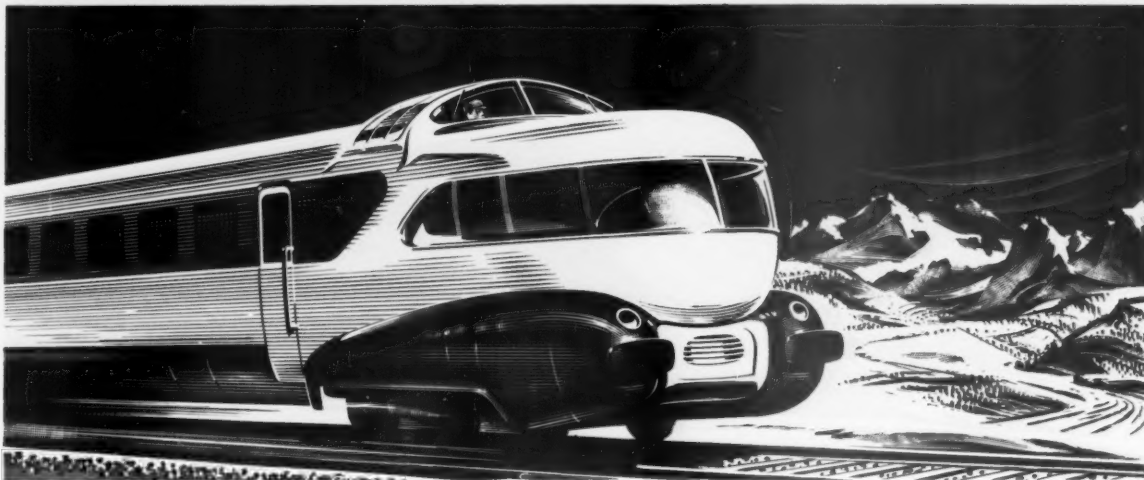
In France, the railroads receive tax aid in meeting maintenance of way expenses, this to compensate them for the fact that the inland waterways are toll-free. Of course, inland waterways are toll-free in the USA too, but the American railroads receive no countervailing compensation (and they would probably hesitate to accept it, even if it were offered).

Here we are in the USA, the proud standard-bearers of private enterprise—and we treat the privately owned railroads far worse than any country with socialized railroads treats its railroads.

**THE WAY OUT:** There is no problem, however serious or complex, that doesn't have a handle to it—something to grasp. The job is to find the best handle, and then to grab it firmly. There are at least three such handles to the railroad situation. One is the paradoxical absurdity of railroads being undermined by socialized competition in a country purporting to carry the banner for anti-socialism. Another handle is the danger of collapse of some major railroads into state ownership, unless present conditions are speedily corrected. Still another is the need for stronger railroads for national defense.

These and other aspects of the railroads' situation could easily be dramatized for effective public understanding. There are plenty of railroad managements fully capable of doing the job, too, using the figures of their own companies to do it with. Just for instance, how about telling shippers what rates on your railroad could be reduced to, if Uncle Sam were to treat your railroad the way it treats barge operations?

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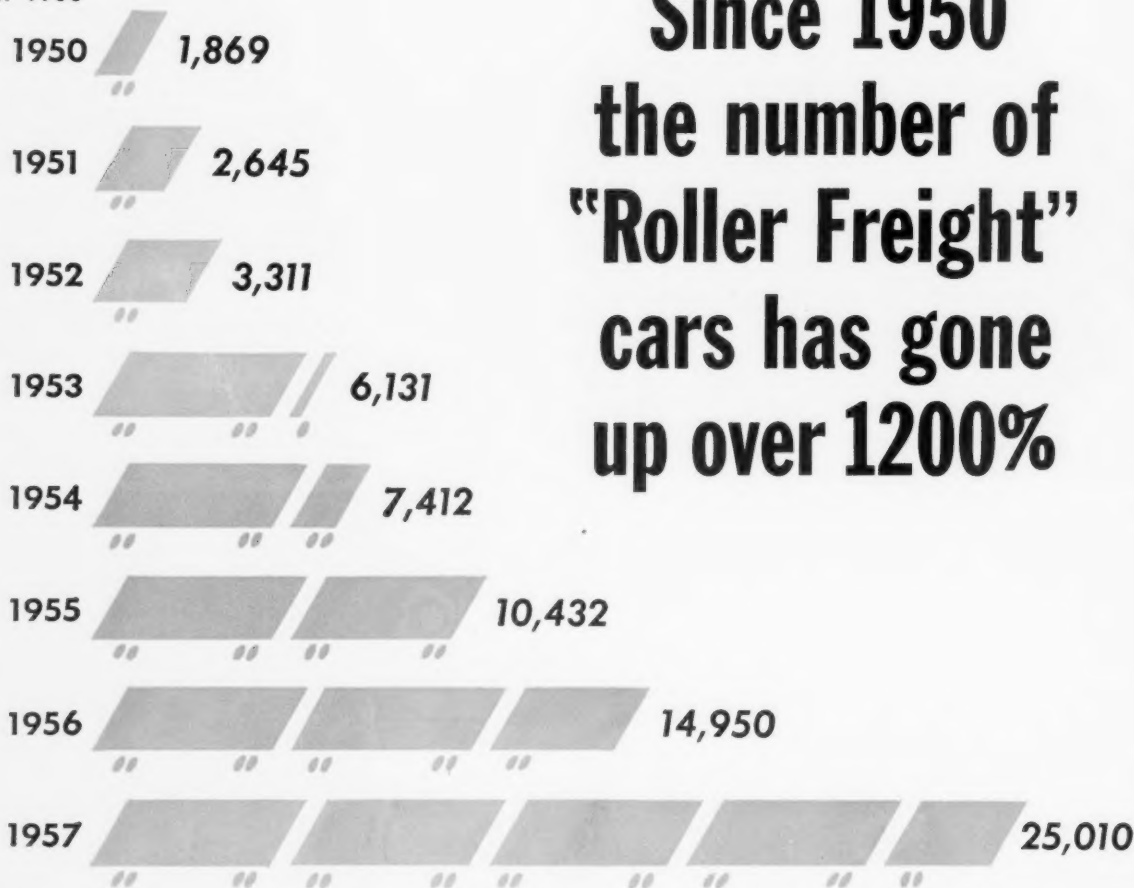
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